

# **BUFFALO INDUSTRIAL SHOW**



**BROADWAY AUDITORIUM  
SEPT. 22<sup>ND</sup> TO OCT. 2<sup>ND</sup>  
1915**

**A CITY IS WHAT ITS CITIZENS MAKE IT**



**LOOK  
FOR THESE  
POWERFUL  
DRIVING LUGS**

**SURPRISINGLY  
RESILIENT**

**ABSOLUTELY  
ROUND**

**SQUARE  
WITH THE  
AXLE**

**ALMOST  
INDESTRUCTIBLE**

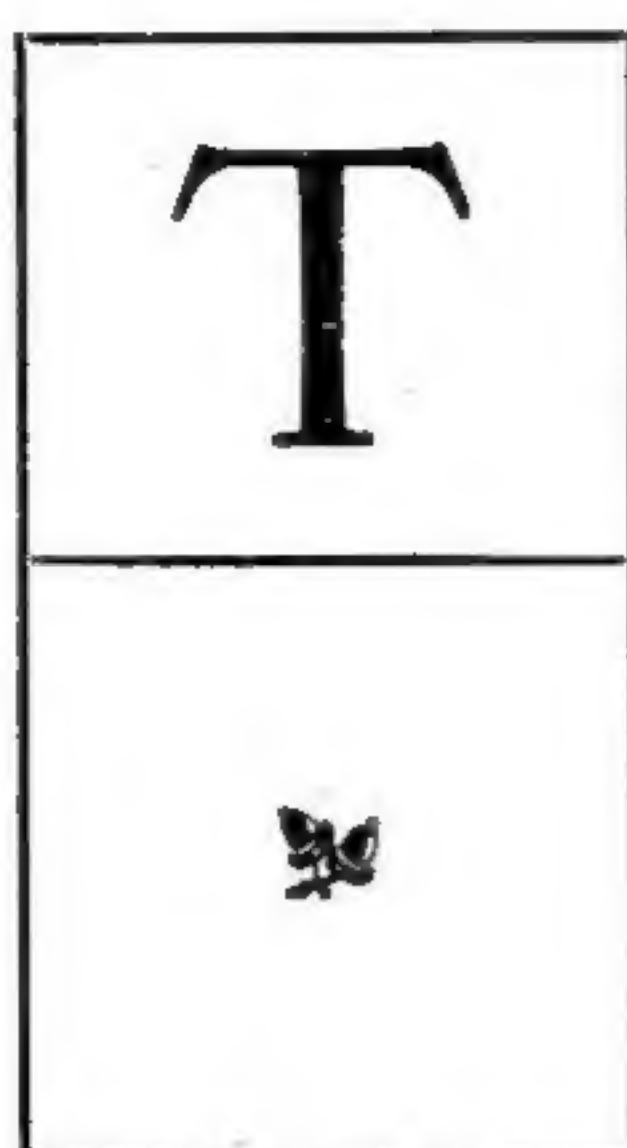
**IMMEDIATELY  
INTERCHANGEABLE**

**DISTINGUISHED  
IN APPEARANCE**

**SAVES  
TIRES**



## FOREWORD



HIS day marks the culmination of the efforts of the members of the Wholesale Merchants and Manufacturers Association to give to Buffalo an Industrial Show which will demonstrate to the nation the wealth and diversity of the fruits of energy of the business men of the Queen City of the Lakes.

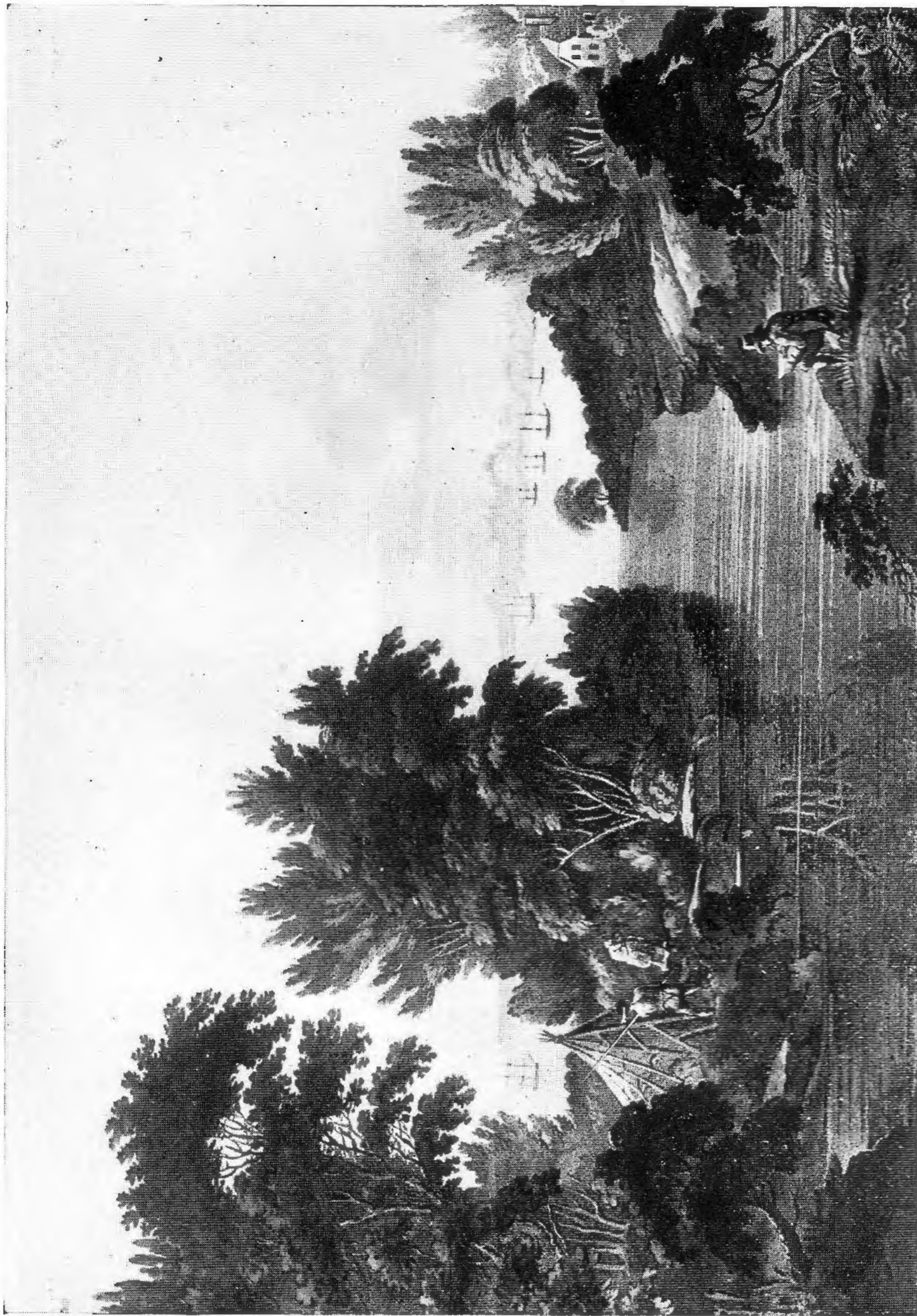
This great show is now in progress. It has been officially declared open by His Excellency, Charles S. Whitman, Governor of the State of New York, and this souvenir volume is the printed herald which commemorates the event. We await the verdict of the people.

Among the multitude of reasons for holding this exhibition of commerce, the paramount one is the belief of the members of this branch of the Chamber of Commerce that the strides which have characterized Buffalo's progress during the past ten years, in manufacturing and merchandising lines should be known by the world.

For the success which we believe has crowned our efforts we are grateful. We are grateful to the Chamber of Commerce for encouragement, support and co-operation; to the splendid press of Buffalo which gave generously of space, goodwill and encouragement; to the Historical Society for loan of views of ancient Buffalo; to His Excellency Charles S. Whitman who brought the prestige of his powerful personality and the official weight of his great office—but more than all to the spirit of the men and women of Buffalo; the spirit of encouragement, friendship and belief that made all efforts easy and rendered failure impossible.

September 22, 1915





OLDEST KNOWN PICTURE OF BUFFALO—Viewed from Fort Erie



# Buffalo Creek — Then

AND

# Buffalo — Now

By ROY CRANDALL

**M**ARK TWAIN, when pressed by the demands of Fiction, never hesitated to take liberties; even to the limits of a journey backward a few centuries to the romantic days of long ago. It seemed an easy, and a proper thing to do.

Other authors have done the same. H. G. Wells and Vance Thompson both assumed the right to make the heroine sleep and on the Dream Special move from the prosaic days that are to the wonderful days that were. Literature gained because they took such liberties.

The plan possesses a powerful appeal. If permissible in the domain of Fiction, by what law is it barred in the realm of Fact? Who shall say, with authority, that it is *verboten*? We listen for an answer, but as Echo merely murmurs "is *verboten*," yet fails to quote authority, let us step onto the Imagination Chariot and bump our way over the tieless, trackless waste which reaches from September 22, 1915, to August 7, 1679—the point desired being the basswood shaded bluff overlooking that mighty River which, in the enlightened years to come, was to become man's mightiest servant.

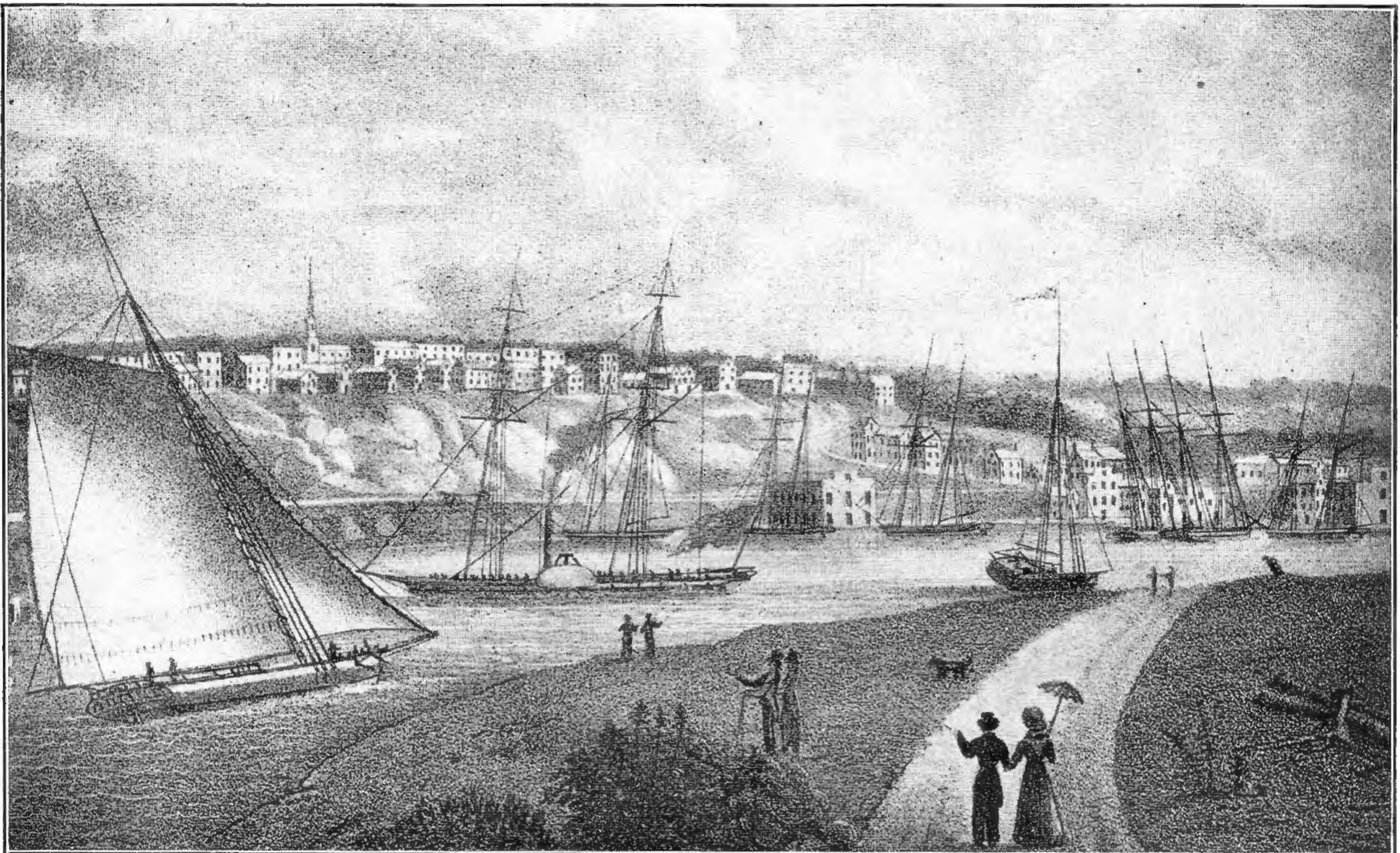
## IT WAS A PLEASANT SUMMER DAY

August 7, 1679, was, let us presume, a warm and pleasant summer afternoon, the blue sky flecked with wisps of lazy clouds floating slowly before a gently pulsing breeze. Tiny ripples merely broke the surface of the mighty stream. The hum of myriad millions of bees, feeding on the blossoms of the thousands of flowering basswoods which crowned the high bluff were plainly heard. It was a calm and peaceful scene; far different than that to be observed from the same spot today. Suddenly a stately red man stepped silently into view. As his distance-piercing eyes swept down the river a guttural of astonishment burst from his lips, and at the sound he was joined by two more. To them he indicated the amazing sight below. A murmur of astonishment arose and one of the Indians plunged into the forest. In ten minutes he was back, accompanied by scores of his fellows who clustered on the brow of the bank, which was later to be known as The Front, and looked at the vast canoe which thirty-four men with white faces were slowly hauling up the stream. It was three arrow-lengths wider than any canoe the startled red men had ever seen and as long as five canoes. Poles stuck from its middle and from those poles white wings waved and flapped.



**SAW HISTORY IN  
THE MAKING**

The Indians—first denizens of this section—did not know that they were seeing History in the making, nor did they know that some 236 years later comment would be made upon their astonishment at seeing the first ship to cut the waters of Lake Erie and the first white men whose feet ever trod this land; but the fact remains a fact, that the history of Buffalo starts properly at that time and place. Those white men were the followers of the immortal La Salle; that ship was the Griffon, and among the thirty-four sturdy men who hauled on the rope and brought the little ship up against Niagara's current was La Salle's faithful adjutant, the doughty and daring French



BUFFALO HARBOR IN 1825

priest, Father Hennepin. The eyes of white men had never before seen the spot towards which the eyes of millions are turned today—for they had reached what we now know as Buffalo. The Griffon, which was the first ship ever seen on the inland waters of the western world, was being hauled past what is now The Front. It had been built by La Salle's men at the mouth of Cayuga Creek, and with vast toil hauled up the mighty stream. It passed lands now covered by great factories and foundries, but the men who brought it up worked their way along a shore bordered by virgin forests, never touched by axe or saw and never before seen by the eyes of any but the original red man.



The Griffon is gone and her men are gone, but they leave, as an interesting heritage, the site of a city greater and more beautiful and richer far than was any city in any civilized land on the day they reached this spot.

La Salle and his men were striving to go further west. In all probability they stopped here for a time. Possibly they told others of the place and of the natural advantages it possessed. It must be so, for, though nearly a century passed before any settlement was started, it was but a few years until the site of Buffalo took on the characteristic activity which today adds to her greatness; she was becoming known as a short cut, or natural waterway route from the West to the East. England and France were soon contending for the vast fur trade of this land, and the Dutch traders encouraged the Indians of the Five Nations to utilize the natural waterway, formed by the Niagara, to get their peltries to the East. The French strove to make them use Lake Ontario and the St. Lawrence and thus bring trade to their own channels. The easterly flow of furs converged here—right where Buffalo is now. All realized the importance of the place, and during many years, both of diplomatic striving and of war, France and England contended for the patch of land at Youngstown where Fort Niagara has guarded the River entrance for more than 230 years. That was the coveted easterly gate to the spot on which the towering buildings of Buffalo now stand. In early days England and France coveted it because its possession was a menace to the other. Now it is a lovely place of peace.

BENJAMIN RATHBUN'S EAGLE TAVERN, 1825—MAIN STREET, SOUTH OF COURT





**BUT WHY THE  
NAME BUFFALO?**

But La Salle and Father Hennepin left no settlement here. Nor did they even leave the place a name; but they found the Seneca Indians—with whom they spoke—calling the place Ti-yu-syo-wa, meaning “the place of the basswoods.” The creek which flowed through the section was called De-gi-yah-goh, meaning “Buffalo”; so called because the bison was in the habit of coming here in vast herds in the early Summer to taste the salt licks and eat the rushes of the marshy swamps. That gave the place the name Buffalo Creek and the present generation may be surprised to know that the original name of this now great city was not Buffalo, but Buffalo Creek, or the settlement on Buffalo Creek. It was so named in what were called King George’s maps on file in England’s royal library, dated 1764, and as we had not fought for and won our independence, Buffalo Creek embraced both sides of Niagara River, from Lake Erie to Black Rock.

It didn’t require one of technical training or warlike instincts to grasp the advantage of holding that point, or of strengthening its possession by taking command of the bluff nearer the lake—The Front, as we now know it. We of this year 1915 fail of a thorough appreciation of its strategic importance because a century of peace with our northern neighbor may safely be regarded as a guaranty of further peace. And as we count on peace we need no forts with which to menace Canada. The Front, therefore, possesses merely the charm of beauty. Rarely is it visited with the thought in mind that it guards our frontier. It is a show spot; a lovely breathing place. One Baron Le Houtan, who passed through the forests which shaded the area of future Buffalo, gazed at The Front with the eyes of a man of warlike inclination however; scanned the shores separated only by the broad River, and on an old map made by him one finds a crude drawing of the bluff with a “Fort Suppose” outlined on the summit—a preliminary prophecy of Fort Porter, which later occupied almost the precise spot indicated, though the first earth was not turned for its building until scores of years had passed.

**LET’S LEAP LIGHTLY  
OVER A CENTURY**

Shall we take advantage of an author’s license, as well as of the dearth of space, and, leaving the “place of the basswoods,” of the days of Father Hennepin, step forward a few decades and note what was occurring? It may be the wise thing to do, for, though good craftsmanship rules that History begin Somewhere and go straight to a set goal, a work which purports to emphasize a city’s civic greatness and industrial worth, cannot bear down too heavily on the swaddling clothes era of that city’s life. Therefore we skim swiftly over the Buffalo Creek that was, that we may arrive more speedily at the Buffalo that is. This skimming is necessary, even though only a spot be touched here and there.





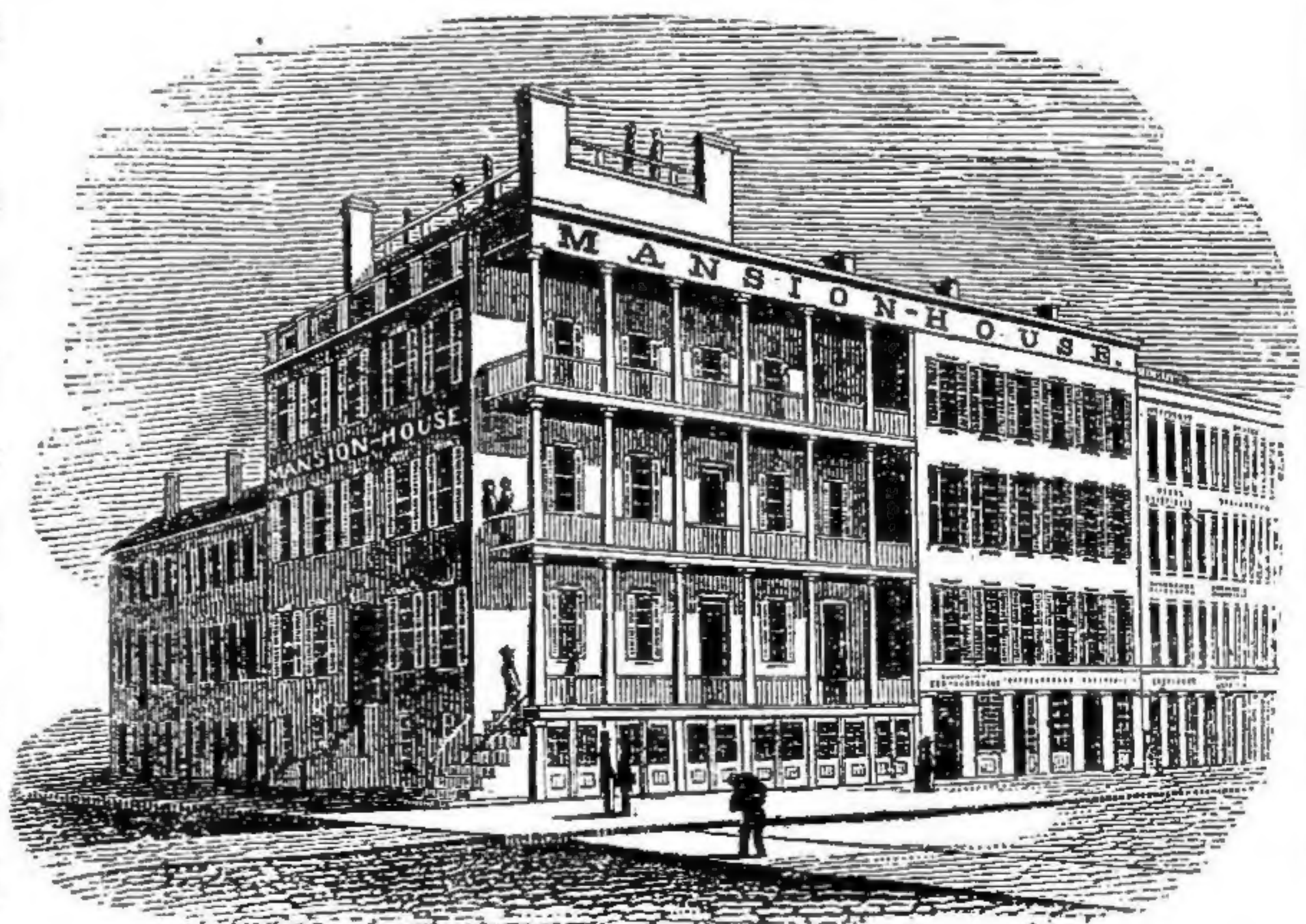
BANK OF BUFFALO, MAIN AND ERIE STREETS, 1838

men were, where they built their humble homes, how they gained a livelihood, and how, from an Indian trading post, the tiny settlement on Buffalo Creek expanded and extended until today it is a great municipality, housing nearly one-half million men and women.

We know that La Salle and his men were the first white men whose feet ever trod these lands, but they left nothing; not even a hut, and fully a century passed before man—either red or white—came to contend with the birds and the beasts and the bees for permanent possession of this place. Then the Indians came, but they came in poverty and want to demand that the British, for whom they had fought the Colonists, should save them from starvation. They had fought first on one side and then on the other—the whites beguiling them with promises and presents for years. When in 1776 they decided to join the British their doom was sealed, however, for Washington tired of their depredations and their massacres a few years after the defeat of England and he sent General Sullivan to destroy their homes and farms. The Sullivan campaign was a long, a bitter and a costly one, but when it was over Winter was approaching and the Five Nations faced a famine. Their orchards had been hacked to pieces, their grain destroyed, their vegetables uprooted.

They demanded aid from the British, then quartered at Fort Niagara, who sought to establish their savage but now suffering allies in settlements where they might exist. One of the first of these settlements (on the Ohio Route) so called, was at Buffalo Creek, and the first of the tribe to arrive was Siangorochti, or Old King, accompanied by his squaw, his daughter, and the latter's husband, Rowland Montour, who was a son of that famous and

Posterity may want the facts and the men who first builded have earned our grateful remembrances. Also some studious soul might find himself aggrieved if, when poring over the pages of this printed testimonial to the men who are now moving Buffalo forward, he was not told who Buffalo's first



THE MANSION HOUSE IN 1842



majestic French woman, Catherine Montour, who married a great Indian chief and for years ruled a tribe as queen. This first dweller's euphemistic name has been freely used, for it is spelled Conjoekety and Scajaquada.

**SIANGOROCHTI  
CAME HERE FIRST**

On a tract of land at the foot of the present Main Street, and embracing much of that now being transformed by the Delaware, Lackawanna & Western Railway Company, Old King and his family put up tepees, cleared the forests and planted corn. Seventy-five bushels was the yield for the

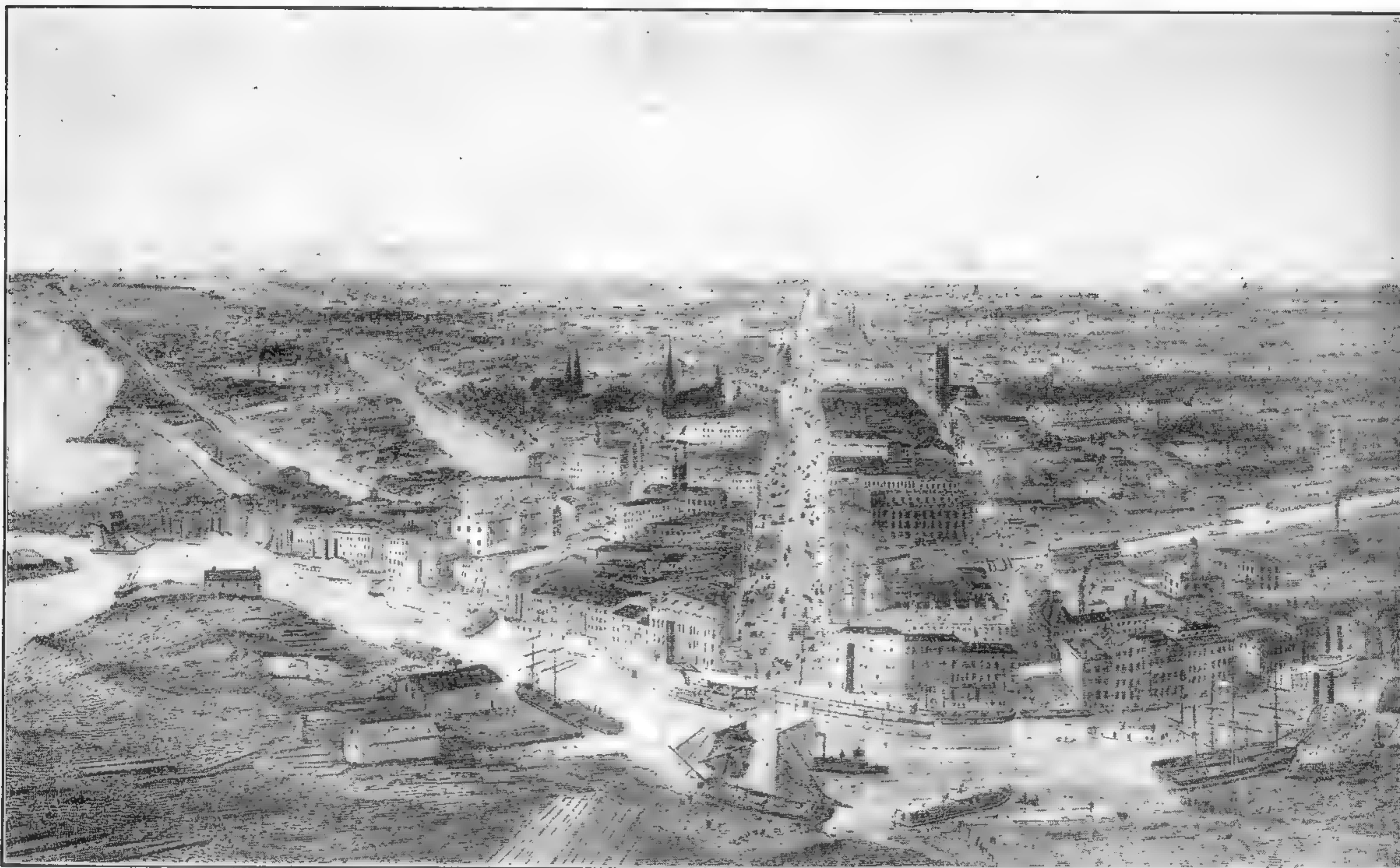


THE OLD MARKET HOUSE ON THE TERRACE

season. It wasn't affluence, but it was a start, and other Indians soon followed, some bringing with them captive whites whom they forced to act as slaves. Among these were Rebecca and Benjamin Gilbert, Jr., and Elizabeth Peart and her infant child. Much could be written of the sufferings of Elizabeth Peart. Vainly Captain Powell and Lieutenant Johnson of the British forces sought to obtain her freedom, but their efforts were vain. She was held by her savage captors for many months, but History is merciful, for it permits the recording of the freedom of Mrs. Peart and her husband, who was also held by the savages far up in Canada. The family was finally reunited.



So it will be seen that Buffalo Creek was not established until after 1780, for there were no whites here then except those captive slaves. One year later came the first white man—or rather, half blood. With real wisdom he saw the advantages of the place, built a house, bought the entire area covered by Buffalo from the Indians, and became the first settler and the leading man. This was the famous William Johnson, son of Sir William Johnson, the more famous British Indian agent of Canada. Sir William Johnson lived for many years with Molly Brant, sister of Thayendenagea, or Joseph Brant,



BUFFALO IN 1853—VIEWED FROM THE ISLAND

greatest of all the Mohawk Chiefs—the so-called Christianized Mohawk, but generally believed to be the leader of the horrible Wyoming massacre. The British baronet married Brant's sister before his death. Buffalo's first settler was the son of that historic pair. He had married a Seneca squaw and through his influence with the Indians he persuaded them to deed to him all of the lands bordering on and adjacent to Buffalo Creek. It is of interest to learn that that deed was considered so good that some months later when the powerful Holland Land Company decided the spot was worthy of their large operations they found the Indian deed an insuperable barrier. They tried threats and cajolery, but in the end were forced to buy Johnson out.





RUINS OF AMERICAN HOTEL—MAIN, SOUTH OF COURT STREET

#### RED JACKET VOICED THE WELCOME

After that, land litigation and monetary troubles came; not immediately, but without any unnecessary delay, and the great Revolutionary financier, Robert Morris, ultimately came into the limelight as a friend of the Land Company. He bought the property, presumably to carry it for the Dutch Company, for ultimately it went back to them. When these negotiations were under way, Cornplanter, one of the greatest Indians of all times, called a great conference here. Colonel Thomas Proctor was a delegate from the Nation. The address of welcome was made by the leading after-dinner speaker of his time, Red Jacket, who, with the aid of the committee, had abstained from his customary exhilaration essence in preparation for the occasion. He made a most eloquent address of welcome, one that was flowery and poetical. But how much more wonderful it would have been, if, just for the moment, he could have been blessed with the gift of prophecy; if he could, through some divine mental vision, have looked forward to the Buffalo of today and told those who listened to his words of the imperial city that was later to glorify the spot on which he, and his listeners, stood!

But he and all that he typified had to go before it was to be,—the sylvan forests, the humming bees, the deep morasses, the huts and tepees, the bark canoes upon the waters of Buffalo Creek. The voice of Red Jacket has long



been still, but his bones are with us yet, for he lies on the banks of Conjockey (or Scajaquada) Creek, that once pellucid stream which winds its way through the city to intersect Forest Lawn, the beautiful City of the Dead. On its banks, within that lovely Silent City sleeps the great Sachem, a savage blessed with an eloquence only short of that of a Demosthenes or a Cicero, and one of the original and famous residents of this city.

**BUFFALO'S FIRST  
PURE WHITE**

And still Buffalo had not truly started to be a white man's settlement, for William Johnson was a half-breed. There is a dispute among historians regarding the identity of the first pure blood white to build a home and break land here. Some give the distinction to Cornelius Winne or Whinney, who, it is known, had a cabin and a trading store on Little Buffalo Creek; while others maintain that it should rightly go to Martin Middaugh, who, with his son-in-law, Ezekial Lane, reared a cabin here as early as 1784. Those who believe Winne was the original pioneer say that Middaugh came in 1794 and that Winne had then been here three years.

RUINS OF RICHMOND HOTEL—MARCH 18, 1887





**BUFFALO HAD A POPULATION OF THREE**

The evidence is scant and the historians have never been able to decide the question; but August Porter, in 1795, mentioned William Johnson, Martin Middaugh and Cornelius Winne as the "three white men living on Buffalo Creek." Winne's store was on the north bank of Little Buffalo Creek. Many will no doubt be surprised to learn that the lovely tree-shaded stream, which must have been very beautiful in those days, changed its name to Hamburg Canal as Commerce pressed forward, changing its character considerably as well. This first Buffalo store must have been almost at the point where Washington and Quay streets are now being torn up to permit the vast terminal improvements of the Lehigh Valley Railroad Company to be progressed.



CITY AND COUNTY HALL

**THE LINDEN SHADED HAMBURG CANAL**

That was merely 124 years ago—just a tick of the clock in the life of nations; but think of the changes that that clock-tick have effected here! Once more we board the Dream Special and go back from Buffalo to Buffalo Creek to look at the store and home of Cornelius Winne. There it stands, a tiny log hut of one room, the interstices between the unpeeled logs plastered with mud. Smoke floats lazily from the boulder chimney and hangs over the great basswood trees of the almost impenetrable forest, for there is only a small clearing about the place. The clear and limpid waters of Little Buffalo Creek flow between linden-shaded banks; a sylvan scene of peace. Then we observe the lowlands below the edge of the terrace with the marshy wastes stretching out to the lake, a nesting place for myriad water birds.





THE ART GALLERY

A crooked Indian trail, widened here and there by the axe, winds its way from the marsh into the forests and disappears.

And that trail is Main Street. Winne's house faced on what is Washington Street. The structures now on the spot, or yet to go upon it, confront a different aspect today; one of shrieking locomotives, of towering buildings, of foundry stacks, of viaducts and bridges, of hurrying throngs and passing trucks for the homestead that once knew Cornelius

Winne is now one of the pulse-points of a busy section of a busy city.

One must gather from this that the settlement was compact. It didn't sprawl over much territory. Winne's two neighbors were within gun shot. Martin Middaugh's home stood where the great printing establishment of Matthews-Northrup Company now stands at Washington and Exchange streets, and that of William Johnson, which was larger and more imposing, was a trifle east of the Main Street front of the Mansion House, on what is now Exchange Street. John Palmer came in 1795 and he built a log hut three times as large as those of Middaugh and Winne, for he was ambitious. His place was to be Buffalo's first hotel, though he was just enough to merely call it a tavern. It was scarcely ten rods from William Johnson's manor house, being about where the old Spaulding Exchange stands on the Terrace. Historically it is worthy of mention, but as a hotel, silence means charity. Duke de Rouchefaucauld Liancourt stopped there in 1795, and years later, in writing of his travels, he referred to the fact that Mine Host Palmer furnished a very bad supper, made his guests sleep on a split-log floor in their clothes, and "was out of candles, rum and all comforts or necessities."



HORTICULTURAL PALACE—SOUTH PARK



**BUFFALO'S FATHER—  
JOSEPH ELLICOTT**

Mention has been made of the Holland Land Company. Not to mention it would be on a par with preparing a history of the Nation and forgetting reference to the Declaration of Independence. This Dutch organization was a somewhat mysterious but very powerful and far-reaching land holding company which secured vast tracts from the Indians, surveyed and plotted them and made large profits. It sent here a strong man in the person of Joseph Ellicott, who was agent, surveyor and manager. His memory is locally maintained by the names Ellicott Street and Ellicott Square.

If Siangorocti, or Conjockety (as some spell the name) was Buffalo's red grandfather, and La Salle the French great-grandfather, Joseph Ellicott was truly the father of this city. He was in charge of her destinies; he planned her future; he ran the lines of her then restricted boundaries, indicated her streets, and one fine day he furnished to the Commissioners of the Land Company a map of the city we know as Buffalo. It was not Ellicott's wish, however, that such a name should be attached. His map showed that the embryo city was in latitude  $42^{\circ} 50'$  north and that—if he and his superiors were to have their way—the place would be known as New Amsterdam. That, in fact, was the first legal name it ever had. And it leaned heavily to the Dutch, for when the neighboring village of Black Rock took on a boom in 1802, Ellicott quickly offered lots for sale cheap to offset the efforts of the rival town. The lots were on Schimmelpennick Avenue, Onondaga Avenue, Busti Avenue, Oneida Avenue, Vollenhoven Avenue, Stadnitski Avenue, Cazenovia Street, Willink Avenue, and Vanstaphorst Avenue.

Historians may gain some ideas of location from those names, but the younger generation will more thoroughly appreciate Schimmelpennick Avenue under the name Niagara Street; Onondaga as Washington, Busti as Genesee, Oneida as Ellicott, Vollenhoven as Erie, Stadnitski as Church,

Cazenovia as Court, and both Willink and Vanstaphorst as Main Street, for Ellicott planned to separate the upper and lower portions of the principal thoroughfare by a superb manor house and estate; hence, Ellicott Square. For a tract extending from Main



SCENE AT GATES CIRCLE



to what is now Ellicott, and from Swan nearly to North Division, he paid his Company the sum of \$750.

Truly he chose with wisdom when planning for the days of retirement, for from a home placed back from the thoroughfare — behind heavy drooping trees,

he could enjoy an unobstructed view down Schimmelpennick Avenue to the northwest, down Vollenhoven and Stadnitski Avenue to Lake Erie, north on Vanstaphorst and south on Willink Avenue.

But the Highway Commissioners were more powerful than Ellicott. They fought his plan and won. Willink and Vanstaphorst Avenues were run through that planned estate and the now unbroken thoroughfare later took on the name Main Street (a bit of village descriptive which still unfortunately remains). North and South Division Streets went through the tract from East to West; Onondaga, or Washington Street, from North to South.

It was a bitter disappointment to Ellicott—so sharp a repudiation of his hopes that it may have been the beginning of the pronounced melancholia which a quarter of a century later overthrew his reason and made him an inmate of Bloomingdale Asylum for the insane. There, in 1826, he evaded the watchfulness of his attendant, and destroyed himself.

**WE LEAP SOME  
EIGHTY YEARS**

It's time to beckon once more to Imagination, metaphorically spin the wheels of 'Time's clock four score years, and leap lightly from the straggling dirt paths of Joseph Ellicott's New Amsterdam to the asphalted boulevards and concrete walks of Buffalo—not Greater Buffalo, but the Buffalo of, say, Grover Cleveland's time.

Truly the leap leaves a wide hiatus, for much happened right here between the year we leap from to the one we arrive at. The village grew; men built homes, put up stores; land on Main Street at Chippewa went up to so high a figure that \$11 an acre was placed upon it and a cemetery was laid out by William Johnson at Washington and Exchange, where the Buffalo *Morning Express* now has its busy and important being. Later—in 1804—it was moved to the block now covered by the City Hall. The first school was built on the west side of Pearl Street, immediately south of Swan (now



CASINO AT DELAWARE PARK



covered by the towering Dun Building), and the men who contributed to a fund for putting up that log structure at a "bee" were Captain Samuel Pratt, Dr. Cyrenius Chapin, Gamaliel St. John, Joseph Landon, and Zenas Barker, and they installed Samuel Whiting as the first teacher.

Also during those long years which we plan to pass thus nonchalantly by, came the cholera, which wiped out a very generous percentage of the population; came also the British, in 1813, with sword and torch, and Buffalo was burned to the ground.



HOTEL TOURAINE—DELAWARE AVENUE

One hundred and two years have passed since that sanguinary British visit and we have freely forgiven—and improved our fire department.

And then a newspaper sprung up, and to Buffalo's shame there appeared in its columns, under date January 27, 1818, this advertisement: "For Sale—A young healthy black woman and child. She

understands all kinds of housework and cooking and is perfectly honest. For further particulars inquire at this office."

No records exist which tell whether or not a sale was effected or whether Buffalo approved of such traffic.

Let us casually hope that the owner of the unfortunate dusky chattels failed of his profit-seeking purpose, and pass on.

Two events occurred in 1825—one of paramount importance to Buffalo as a civic community; the other of importance as a historical event. The Erie Canal was completed and the union of the Great Lakes with the Atlantic Ocean was effected. Also at that time came the Frenchman whose memory every true American loves to honor, Marquis de Lafayette, the friend and aide of Washington, and one of the brilliant soldiers who helped Washington win our fight for Liberty.

Buffalo Creek turned out en masse to do honor to this true nobleman, and Red Jacket was again chosen to voice the words of welcome. That was but ninety years ago, but to the present generation the thought of Red Jacket and Lafayette facing each other in lower Main Street within the memories of men and women who were lusty infants at the time, is like a fragment of legend or tradition.



There let us leave them—also the backwoods settlement of Buffalo Creek, and speed on to Buffalo.

Surely Buffalo put on speed when she began to feel her strength. True, she didn't get it all at once. Her adolescence was like that of other cities. She sprawled and spread, had real estate booms, and she suffered financial katzenjammer the next day as a warning against over-indulgence, but as she passed from the throes of one civic infantile illness to another, she constantly increased in size and strength. She paved first Main, and then Niagara Street, built three-story brick buildings instead of two-story wooden ones; erected hotels instead of taverns, and one day she gave evidence of her importance by building a street car system. The rails, made by the late George W. Tifft, were of cast iron, and each was ten feet long. They were laid on wooden sleepers up Main Street, from Exchange nearly to Goodell, and the now venerable but cheery and hearty Charles W. Miller was made superintendent and given charge of the three cars and the twelve horses. That was in 1861. The Hundred Million Dollar International Railway Company, with its thousands of cars, its thousands of miles of track, its thousands of employees and its other enormous possessions is the giant oak that has sprung from that tiny acorn of transportation.

A street car system, a city charter, a City Hall, docks, elevators and railroads, other things in plenty came. Grain reached the port from the West and some flour went out. Coal came in and manufacturing was started in a small way. Buffalo, however, did not feel the thrill of the

awakening which was destined to cause the eyes of the world to turn in her direction until nineteen years ago, when Mayor Edgar B. Jewett, the official instrument selected to serve Science and Foresight, threw a lever which brought to this city 5000 horse-power of electrical energy generated by the resistless might of Niagara's stupendous Cataract, and moved Buffalo majestically towards the head of the procession. That operation also conferred upon her the title "The Electric City."



Y. M. C. A.—WEST GENESEE STREET



**AND THEY HARNESSED  
GOD'S MASTERPIECE**

For generations the almost incalculable might of the waterfall of the majestic Niagara has caused the hope that some day it might be made subject to man's will. Millions of men, gazing in enraptured silence at this stupendous manifestation of Nature's force, have wondered at the waste and pondered on the possibilities of catching up the energy there confined to the end that man's burdens might be lifted.

For a score of decades it was a dream; the merest figment of a thought as wildly improbable as the tales of Jules Verne were once thought to be; but ultimately strong wise men came to view the waterfall with the purpose of making that wonderful dream come true. They decided to put a harness on the Cataract; and thus enchain the hidden genii of energy behind that thundering mass and force it to move the cars, light the homes and whirl the factory wheels.



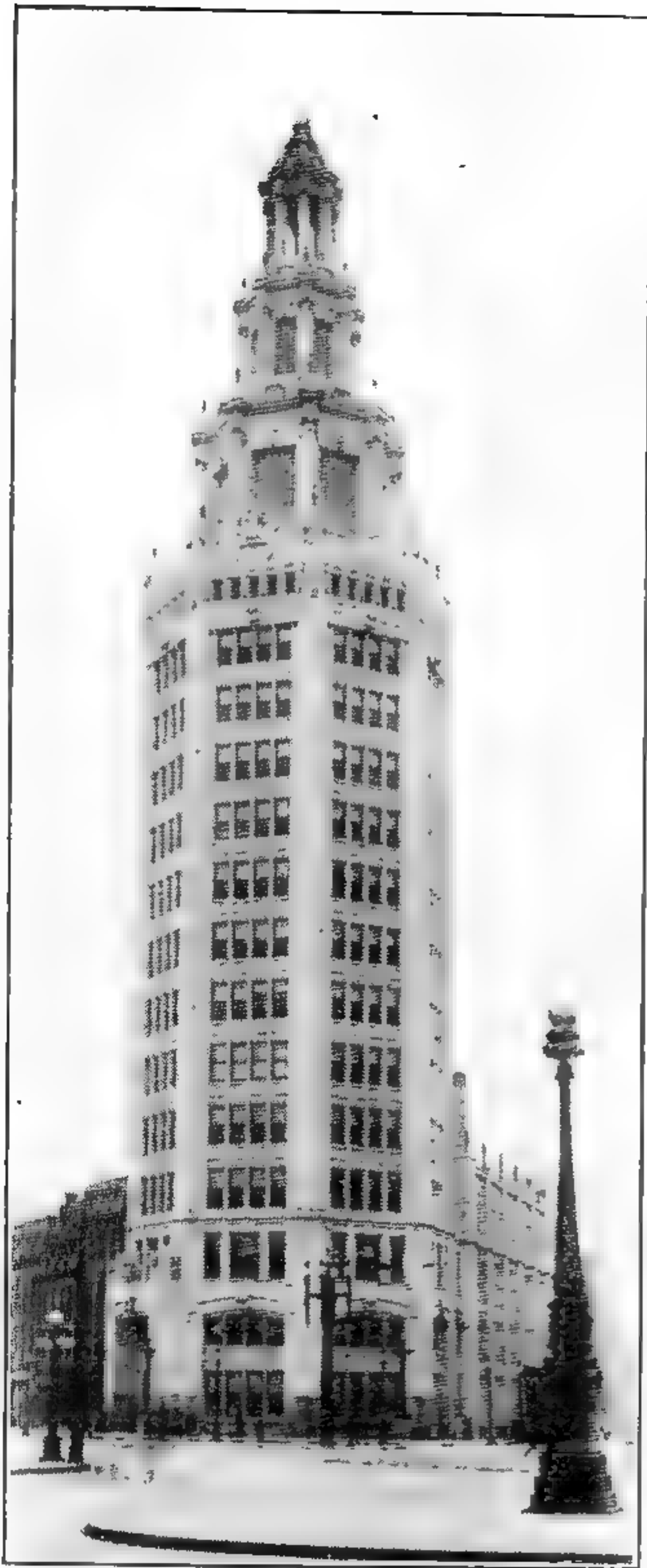
ON THE SHORE OF GALA WATER-PARK LAKE

The plan was a bold one. It meant that vast sums must be expended on a plan that might prove a total failure; that the greatest engineers of the world must be called in; the greatest scientists engaged, and that years must elapse before rewards could be hoped for.

The history of the fight made to convince Money that this could be brought to pass would fill volumes; the recording of the disappointments would add many chapters of reverses and setbacks to the history of the glorious twenty-year record of Niagara frontier growth. But the men who were in the fight were square-chinned men. With them an obstacle was something to get over. When they got over one they looked ahead to gain an idea of the dimensions of the next.

Finally the work was under way, and while millions of dollars were being put into the task, Buffalo waited eagerly for the materialization of the hoped-for miracle.





THE ELECTRIC TOWER  
Home of  
Buffalo General Electric Company

And finally it came to pass. Through great rifts cut through the river's rocky bed to a depth of over 300 feet, thousands of tons of water poured their weighty bulk upon the most enormous turbine wheels the world had ever seen. The revolving turbines gave energy to great motors, which translated the power of Niagara to electrical energy. It was ready for shipment or transmission to Buffalo, and the officials of the Buffalo Street Railway Company quickly reached the conclusion that economy would be served by purchasing this Cataract-generated power. In November, 1896, Mayor Jewett turned the lever which brought the first 5000 horse-power of energy the Railway Company was willing to experiment with. The current came in at 11,000 volts, was "stepped down," or transformed, to a voltage of 2200, and a day later the street cars of this city moved over their tracks by the force developed twenty-two miles away.

It was a vindication of the struggle of the projectors; it was a triumph for the scientists, and it was almost a re-birth for Buffalo. She at once became, from an electrical viewpoint, the Mecca of the scientists of the world. Thousands of men journeyed millions of miles to view this seeming miracle and to get knowledge on which to make reports to other men.

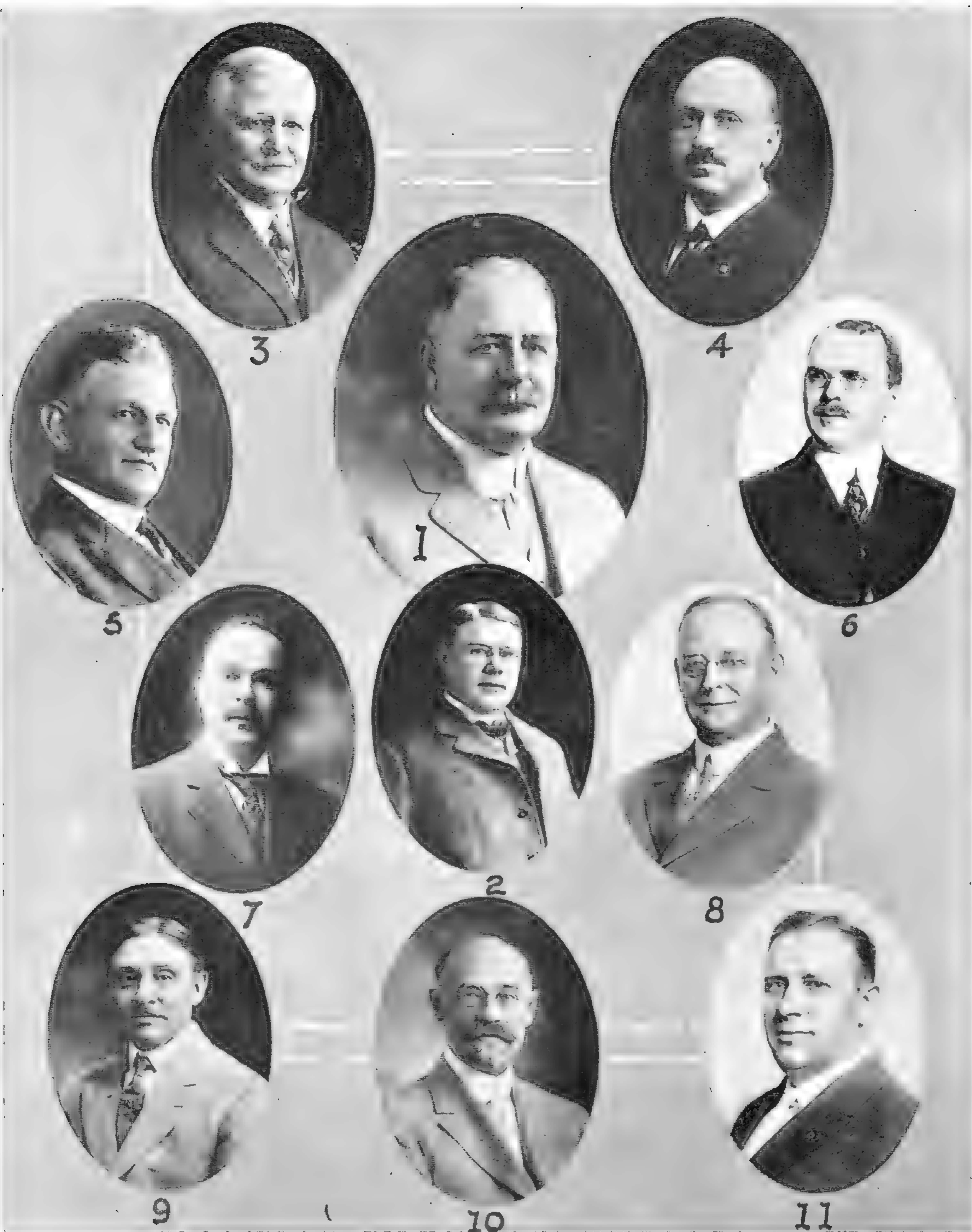
On that historic day Buffalo's destiny was decided. She was to become one of the world's greatest manufacturing cities. Her future richness could not have been fended off, for the day that Niagara became man's mightiest, as well as his most obedient servant, the eyes of Manufacture turned this way.

That was the simple logic of the situation, for cheap power and favorable transportation facilities are the magnets which draw manufacture from one locality to another. The community which can offer both cannot stand still.



ARMORY 74th REGIMENT—N. G. N. Y.





No. 1—THOMAS CUMPSON  
 President Wholesale Merchants and Manufacturers Association and Chairman Space and Exhibits Committee  
 No. 3—JOHN H. LASCELLES  
 Chairman Finance Committee  
 No. 5—WOLF BERGMAN  
 Chairman Concessions Committee  
 No. 7—JOSEPH A. MCCOLL  
 Chairman Transportation Committee  
 No. 9—H. H. STEELE  
 Vice-Chairman Tickets and Admissions  
 No. 2—DAI H. LEWIS, General Secretary  
 No. 10—H. C. WEILER, Chairman Tickets and Admissions  
 No. 4—C. A. SPAULDING  
 Chairman Publicity Committee  
 No. 6—EDWARD J. NEWELL  
 Vice-Chairman Finance Committee  
 No. 8—J. J. DOLPHIN  
 Vice-Chairman Concessions Committee  
 No. 11—JOHN A. SHULTS  
 Vice-Chairman Service Committee





- |   |   |
|---|---|
| No. 1—HERBERT I. SACKETT<br>Chairman Executive Committee        | No. 4—HAROLD J. BALLIETT<br>Vice-Chairman Publicity Committee     |
| No. 3—C. W. GOODMAN<br>Vice-Chairman Entertainment Committee    | No. 6—EDGAR C. NEAL<br>Chairman Entertainment Committee           |
| No. 5—GEORGE W. SMITH<br>Vice-Chairman Transportation Committee | No. 8—AVERY C. WOLFE<br>Vice-Chairman Decoration and Illumination |
| No. 7—FRANK A. COUPAL<br>Chairman Service Committee             | No. 11—ALBERT E. HUTTER,<br>Chairman Decoration and Illumination  |
| No. 9—G. BARRETT RICH, JR.<br>Chairman Program Committee        | No. 2—ROY CRANDALL, General Publicity Manager                     |
| No. 10—A. E. BROCK, Vice-Chairman Space and Exhibits Committee  |   |





HOTEL LAFAYETTE

And Buffalo has both to an unusual degree.

With cheap power at the elbow of every man who locates in the city, the transportation facilities are equally attractive. Located as she is at the foot of the Great Lakes and at the western terminus of the Thousand Ton Barge Canal, Buffalo absorbs the raw material from the West, here transforms it, and the finished product quickly and cheaply goes to tidewater over seventeen lines of railroads and by canal barges.

And so Buffalo revels in the possession here of the Prosperity Twins—Cheap Power and Unparalleled Transportation; and the untiring co-opera-

tive efforts of the pair have added wonderfully to the prosperity and to the prestige of the parent city.

Let's concede early—thus rendering argument unnecessary—that Buffalo did *not* gather all of her praiseworthy commercial momentum solely because of this power. To even so insinuate would be unfair to the other Twin; unfair to Nature and unfair to a splendidly progressive citizenry.

But it was a mighty factor. Recall the date—1896. Twenty years is but a minute in the life of a city, yet Buffalo's manufacturing life may with some meed of justice, be said to date from that epochal moment. What has happened since to prove the statement?

Much! For instance: the city has more than doubled in population, and her manufacture has gained in number of plants, employes, volume of output, and weekly wage roll at a percentage far greater than her gain in size. For instance, in the last thirty-six months she has gathered to herself 321 new industries, some of them of mammoth size, increased tremendously the size of her factories and foundries, added greatly to the number of men employed, multiplied the volume and value of the products of those concerns and materially bettered the conditions under which the men did their work.

Naturally the city has gained proportionately with the gains of the plants she houses and though statistics are invariably so dry that the patient hates to take them, the figures speak in clarion tones when they record the fact



that the factories and foundries of Buffalo turned out a product valued at almost a Billion Dollars during the past three years.

**PROSPERITY TWINS—POWER  
AND TRANSPORTATION**

Cheap electric power has had much to do with that; exceptional transportation facilities were equally helpful, and a third powerful contributory factor of even greater importance was a genuine awakening by the men who hold the destinies of the city in their hands to the city's true worth.

In that statement is embalmed the subject for a lengthy thesis; also the groundwork of a hectic argument, but a consistent neutrality and love for peace prompt haste to the explanation in order that all argument be averted.

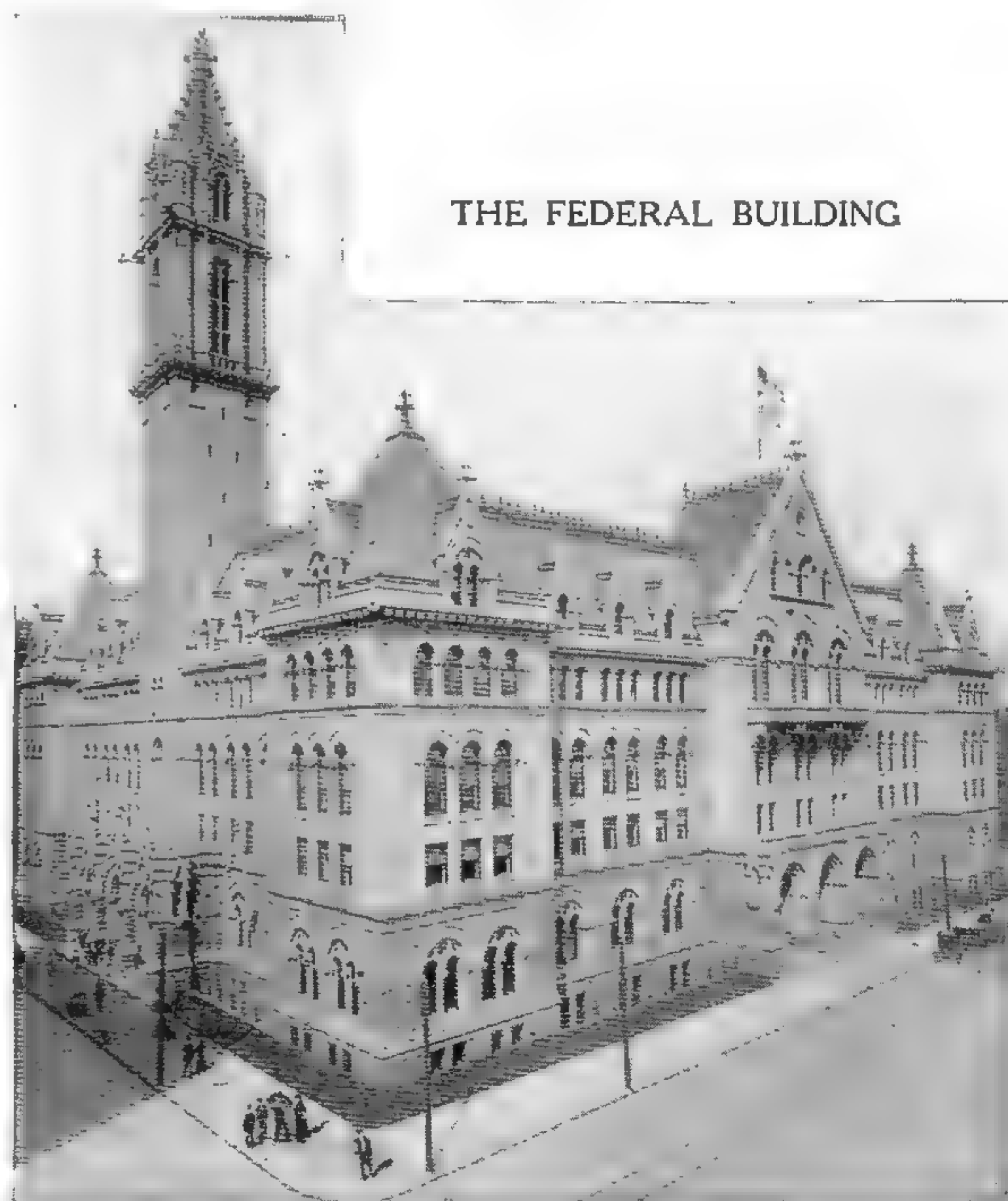
Let's repeat it: the wide belief by business men that the city possesses facilities for development, and elements of greatness which warrant equal competition with any manufacturing city on the Western Hemisphere, have done as much to bring her commercial wealth as even her location at the foot of the Great Lakes and the advent of cheap and unlimited electric energy.

Just when that awakening belief was born, and is to be marked on the calendar, it is hard to say; but the home-bred pessimist began to lose popularity about a dozen years ago. Prior to that he vied with the English sparrow in numbers and useless chatter. Then, like other superfluous birds, he began to fly in smaller coveys. The great auk is now totally extinct, the dodo bird passed from life many years ago, the passenger pigeon is nothing but a memory, and it is the belief of keen observers that in the glory of Buffalo's ever-increasing splendor the pessimist will soon flutter to the shades of Bygone Days and his dismal croak will never more offend his betters.

**SHE IS THE IDEAL CON-  
VENTION CITY**

Buffalo's reputation as a convention city is as substantial and well-founded as her industrial progress during the past five years has been pronounced.

Avoiding the extremes to which many cities go to secure conventions, and in the face of lively competition Buffalo has pursued a conservative course, offering accommodations and service which self-respecting visitors prefer buying rather than entertainment on a gift basis which can never attain a correct or an honorable balance.



THE FEDERAL BUILDING



Situated as she is, on the great highway of travel between East and West, at the eastern junction of rail and water transportation, Buffalo is easily and quickly reached from any section of the country. Within a night's ride half the population of the United States and two-thirds of Canada's people are to be found, and they have available at all times the best train service in the world. Within a 600-mile radius of Buffalo one finds nearly all of the great industrial communities of the land listed—Boston, New York, Philadelphia, Washington, Pittsburg, Cincinnati, Cleveland, Detroit, Chicago, Indianapolis and St. Louis, and scores of smaller but important cities.

In summer time, railroad journeys are pleasantly broken by leaving trains at Buffalo and embarking upon the great passenger steamers, staunch, seaworthy and splendidly equipped, which ply the greatest of all inland seas. This ease of access is one of Buffalo's important inducements to visitors.

Arriving at the other end of the route from home the traveler seeks its substitute, a temporary abiding place, and the nearer it approaches in comfort



LAFAYETTE PARK

his accustomed surroundings the better he is pleased. This requires hotels, and hotel managers who understand service. Buffalo has both in notable numbers. No other city offers the traveler better accommodations or better service than are to be found in Buffalo hotels, and few equal them in what they give for what they charge. The visitor in Buffalo has a wide range of choice, from the luxurious rooms and apartments of the leading *a la carte* hostelrys to clean and neat *table d'hote* hotels. One of the chief subterfuges associated with gifts of money to conventions is to double the amount and add it in small sums to the hotel bills of delegates. This practice is positively forbidden in Buffalo. No visitor here is overcharged. Fair and honorable rates are guaranteed by the Buffalo Hotel Association.

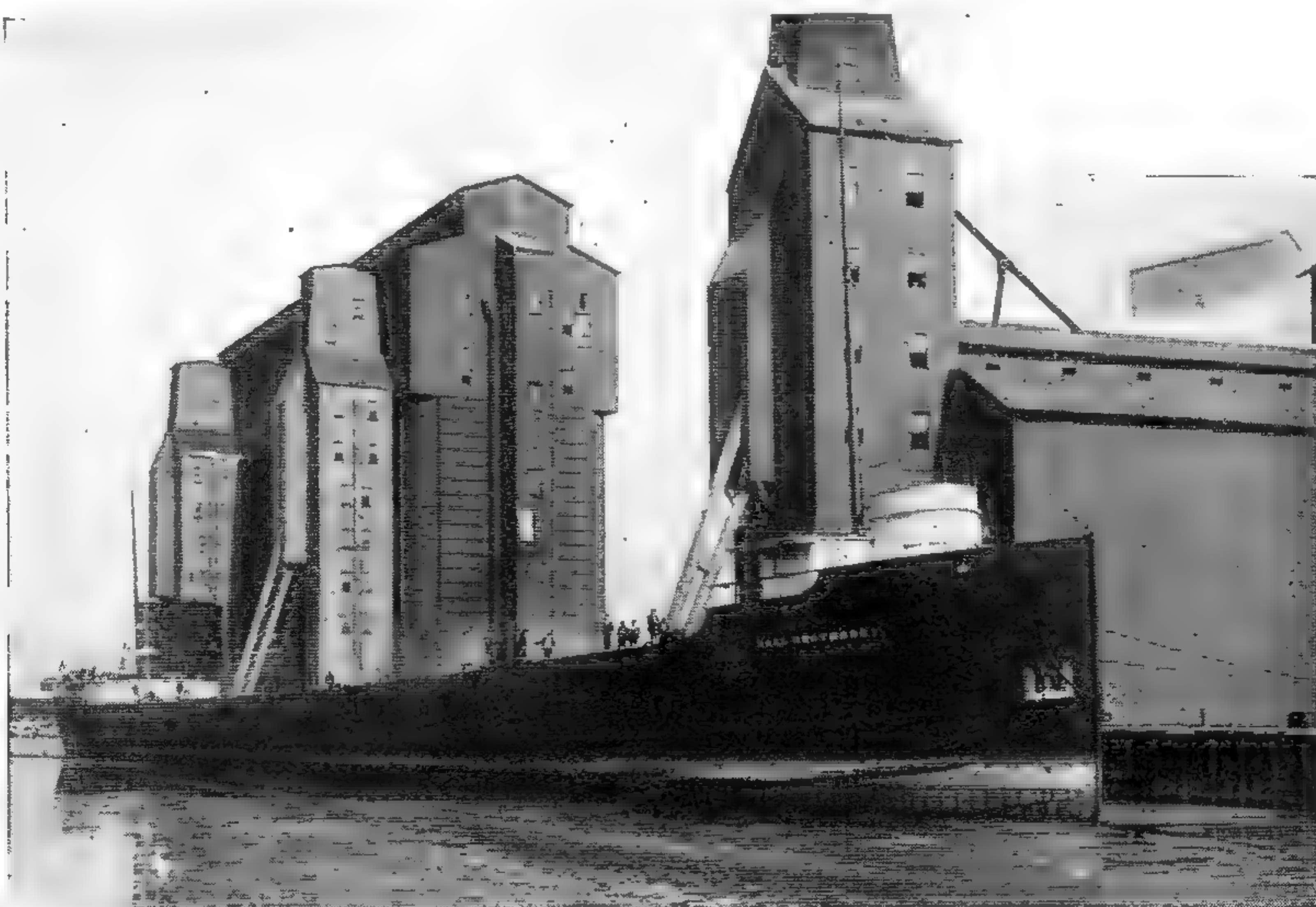


The wonderfully rich and fertile fields and gardens of Western New York send their produce to our markets. There they arrive in a fresh and wholesome state and a vigilant and competent Health Department regulates the milk supply and keeps watch of storage and all food purveyed in the city. There are important reasons for Buffalo's reputation as a convention city. The food is not only good; it's safe.

**HER CLIMATE IS  
HER BOAST**

Out-of-doors comfort is another important consideration. Free from the calamities which rack other sections—torrential rains, cloudbursts and floods, tornadoes, cyclones and earthquakes, Buffalo is blessed with ideal climatic conditions, the bitter extremes of temperature being all but unknown. The summer climate is ideal and there is hardly a night when a light-weight blanket is not welcome. In fact, many an industriously “boomed” summer resort is existing on less enjoyable conditions and increasing numbers are learning that Buffalo is herself one of the Nation's most perfect summer resorts. Her summer colony is increasing year by year.

Buffalo has an abundance of halls and meeting places which admirably fit her to take care of the largest, as well as of smaller conventions. The city owns two fine halls, the Broadway Auditorium, suitable for large gatherings and the display of wares and machinery, and the Elmwood Music Hall, which is adapted to the accommodation of from 500 to 3000 delegates. At the time of the School Hygiene Congress in Buffalo, nearly half a hundred separate meeting places were provided for the different sections. Conventions are given the free use of the Broadway Auditorium and of Elmwood Music Hall, and when others are needed city departments co-operate to



MONSTER GRAIN-CARRIER AT ELEVATOR



provide them. The larger hotels also have assembly rooms. Other cities are falling into line and are building or planning convention halls.

In addition to these primary requirements, Buffalo has many attractions for visitors not found in such completeness anywhere else. Niagara Falls, one of the world's marvels, is at our doors and only a short trip by train or trolley. Buffalo's parks are magnificent, not only in their extent, the beauty of lawns and flower beds, shrubbery and trees, but also for what they contain and for the excellent condition in which they are maintained for the enjoyment of all the people. In Delaware Park are the Albright Art Gallery,



A PULSE POINT—BUSY SHELTON SQUARE

with a notable collection, the Historical Building, a growing Zoo, a lake for boating, golf links, tennis courts and lawn bowling. Thousands of children find delight in a great wading pool in Humboldt Park, and the Botanical Gardens in South Park are conceded to have the finest collections in the whole world, with the possible exception of Kew Gardens in London. Buffalo's parks have an area of 1200 acres and in each of the larger parks is a bandstand, in which free concerts are given every afternoon and evening during the summer season.

Buffalo boasts more miles of asphalt-paved streets than any other city. It is a paradise for automobilists, the splendidly-paved and maintained streets of the city merging into brick-paved state highways extending in all directions



into the country. Trees abound inside the curbs of residence streets, extending green canopies over them, and hundreds of home gardens can be shown with flowers and shrubbery vieing with the best displays of the South. All trees are under the care of a forestry expert employed by the city and they are maintained in splendid condition and constantly added to.

**THE MAGNET THAT  
DRAWS INTEREST**

The city's great and varied manufacturing interests are another asset in convention-getting, because the men who conduct them are represented in many technical and manufacturing associations whose members find visits to these plants interesting and valuable. It is significant of the new note in American business—complete co-operation and friendly interest—that visitors are freely admitted to nearly all Buffalo's factories today. A score of years ago factories looked upon would-be visitors with suspicion.

For many years Buffalo has been at the front in social service. She now maintains nearly 100 institutions of this character, including hospitals, homes and asylums. Here the first organized charity work in America was begun and is still active. Buffalo also was a pioneer in the establishment of free bath houses, in extending the advantages of probation to the wayward, and in providing quarters and treatment for sufferers from the white plague. The city abounds in splendid public works, provides fine schools for the growing generation and is, altogether, a splendid place in which to live and

to work.

The appeal of Buffalo to the hundreds of organizations which assemble at regular intervals, her accommodations, attractions and varied interests, together with the civic spirit and co-operation of the newspapers and the leading business men is making



PUBLIC LIBRARY—LAFAYETTE SQUARE



DELAWARE AVENUE AND NORTH STREET



this one of the leading convention cities of the land. For three years past an annual average of more than 100 conventions has been maintained and bookings already made prove that this average will not merely continue through 1916 but that it will be the greatest convention year in the history of the city. The business assured for next year makes it certain that not less than \$3,500,000 will be spent here by convention visitors.

**A PAIR OF POWERFUL  
CHAMPIONS**

Here are a powerful pair of champions who have had much to do with the disappearance of this bird of ill-omen—the Chamber of Commerce and the Wholesale Merchants and Manufacturers Association.

Yes, unhesitatingly we take considerable credit to ourselves, and in proof of our claim we offer the Industrial Show, of which this creditable volume is the printed herald. A vast exposition of the wares of the leading business men, under the magnificent auspices now manifest at the Auditorium, furnishes unanswerable proof of a spirit of business unity and civic enthusiasm which cannot but diffuse a general benefit. It is the essence of co-operation, and when the business men of any community truly co-operate, the city is forced to go forward.

That is one mode of exploitation and a city needs it as does a circus. It may have everything that a city should have; but if the men who control that city's affairs keep her great assets secret, outside capital will remain outside.

Realizing that publicity was a paramount need, the Chamber of Commerce made a spurt. It laid aside the solemn sombre dignity of its venerable forefather—the Board of Trade—and started out to get acquainted. It shook hands and extended cheery greetings. Then it "passed the plate," and the merchants and manufacturers dropped One Hundred Thousand Dollars into it.

That fortune was Buffalo's life-blood. It flowed into the



MARINE BANK BUILDING—MAIN AND SENECA STREETS





IROQUOIS HOTEL

veins of the Chamber of Commerce. It attracted the attention of the biggest men in the city. They were surprised at the spurt, but soon they grasped the fact that a sleeping giant had been aroused, and they became eager to attend. They gave freely of their time, their money, their wisdom and their experience. The results came quick. The Chamber of Commerce, with its powerful allied organizations, the Wholesale Merchants and Manufacturers Association, the Real Estate Association, and the Retail Merchants' Association, stood ready to face the world with a challenge. It was willing to quote facts and figures; to open the books

for comparison and to boast a little bit.

As Buffalo's commercial megaphone it cannot call too loudly, for in civic charm, in sheer beauty, in industrial activity, in location, in freight receiving and shipping facilities, in cheap and unlimited power, and in potential greatness it admits few equals and no superiors.

**THAT FORCE DROVE  
THE CITY FORWARD**

With that driving force behind, the city began to go forward, and today—on the initial day of a show which means much to the city—it is able to point to a record of achievement which is more than creditable.

Let's go again to statistics to prove it—this time borrowing some figures from the Federal Census Bureau. They make a fine showing. For instance, in the ten years between 1900 and 1910, Buffalo gained 275 new industries, an annual average gain of 27. In the last three years her average was 107.

In that same ten-year span the gain in pay-roll was \$19,000,000, or \$1,900,000 a year. During the

SCENE IN BUFFALO HARBOR







ARMORY 65th REGIMENT—N. G. N. Y.

In the ten-year span the gain in the value of manufactured output was \$113,000,000, or \$11,300,000 a year. In the past three years that gain was \$107,000,000, or \$35,666,667 a year.

As it is axiomatic that figures do not lie, those figures tell a truthful tale which cannot but excite the wonder of the men of less favored localities. They guarantee gains and insure future prosperity.

And the solidity of this growth is verified by other industries. The banks are the barometers of a city's condition. The Buffalo banks show that the deposits have increased from \$143,000,000 in 1906 to \$247,000,000 in 1915—an average annual gain of \$11,000,000.



LAUNCH CLUB—GRAND ISLAND

The annual increase in the number of building permits issued and the swelling value of the structures erected has kept pace with the increases in manufacture and in banking.

The opportunities for employment here are exceptional because of an interesting reason. Buffalo does not put all of her eggs in one basket. The diversity of her industries is unusual. Over sixty per cent. of all industries recognized by the Federal Bureau of the Census are pursued here.



LENOX HOTEL—NORTH STREET



This variation has been helpful. Each additional branch, or phase, of manufacture is a protection, for even the forked lightning of financial fear cannot strike in ten-score places at the same time. On two occasions when panics prevailed and other cities were striving to maintain their financial honor with clearing house certificates, Buffalo appreciated her good fortune, for she merely knew that trouble was brewing in other cities because she read of their embarrassments.

**WE, TOO, HAVE GIVEN  
HELP TO BUFFALO**

No, the tale is not yet ended, nor has all the credit been distributed. There are some few rosy words yet to be penned and as the pleasant task proceeds false modesty flies away and the Association which has given this great Industrial Show to Buffalo removes its hat and murmurs: "Excuse us while we say that we, too, have done something to make Buffalo what she is today; we, too, have toiled to place her high up in the columns of cities of which Uncle Samuel may well be proud; we, too, have put our shoulders to the task of shoving her from eleventh to ninth place in the list of manufacturing cities within ten years, and we will not stop until she is one of the most glittering of all the municipal stars in the Nation's constellation of civic units."

Yes, the Wholesale Merchants and Manufacturers Association—richest and most powerful branch of the Chamber of Commerce—has done much. It has furnished the money to make eating, the wearing of clothes, and the paying of rents and taxes possible by many thousands of Buffalo men. It has placed many millions of dollars in salary and wage envelopes each week; it has kept the great factories, foundries and warehouses and the wholesale and

NIGHT SCENE—BUFFALO FOUNDRY AND MACHINE COMPANY







ALBRIGHT ART GALLERY—DELAWARE PARK

retail stores open and active, and through the buying of more than a hundred million dollars' worth of goods each year and the selling of a greater volume of finished material, it has pumped into the city's heart the money which is the life-blood of a community.

"More Business for Buffalo" would be the motto or slogan of this Association if so energetic a body could take the time to select slogans or frame phrases, but having no time it has no slogan. It centers its thoughts and aims its energies at far-reaching plans for increasing the trade, both in and out of the city.

And, somehow, it gets along mighty well without a war cry.

Gentle, and perhaps sadly wearied reader, bear with us again. Already you have been asked to wander backward; first two hundred and odd years to look in at the place that was to be Buffalo when La Salle and his men were passing by The Front; again when Red Jacket was unleashing the floodgates of his eloquence a scant century ago, and now we ask you, in low and most respectful manner, to step back just a few short years—no matter what the number—and ponder on the things that have had considerable to do with the commercial awakening in this community. Trace the successful ones to the source and be surprised to learn that that source was this Association. As many tiny trout can be discovered in the headwaters of mountain streams, so can many beneficial business ideas be found in brain cavities of the men who guide the destinies of this truly powerful Association. Powerful it is, because it carries in its grasp one hundred and fifty million dollars of locally invested capital. Therefore it is one of the great arteries of the city's very being.

BROADWAY AUDITORIUM







JACKKNIFE BRIDGE

It gives employment to seventy thousand people and they maintain two hundred thousand more. It sends an army of commercial men to all parts of the world, and those men not merely bring orders worth millions each year; but they spread abroad the tidings of Buffalo and of Buffalo's claims and charms. Its members assist the Chamber of

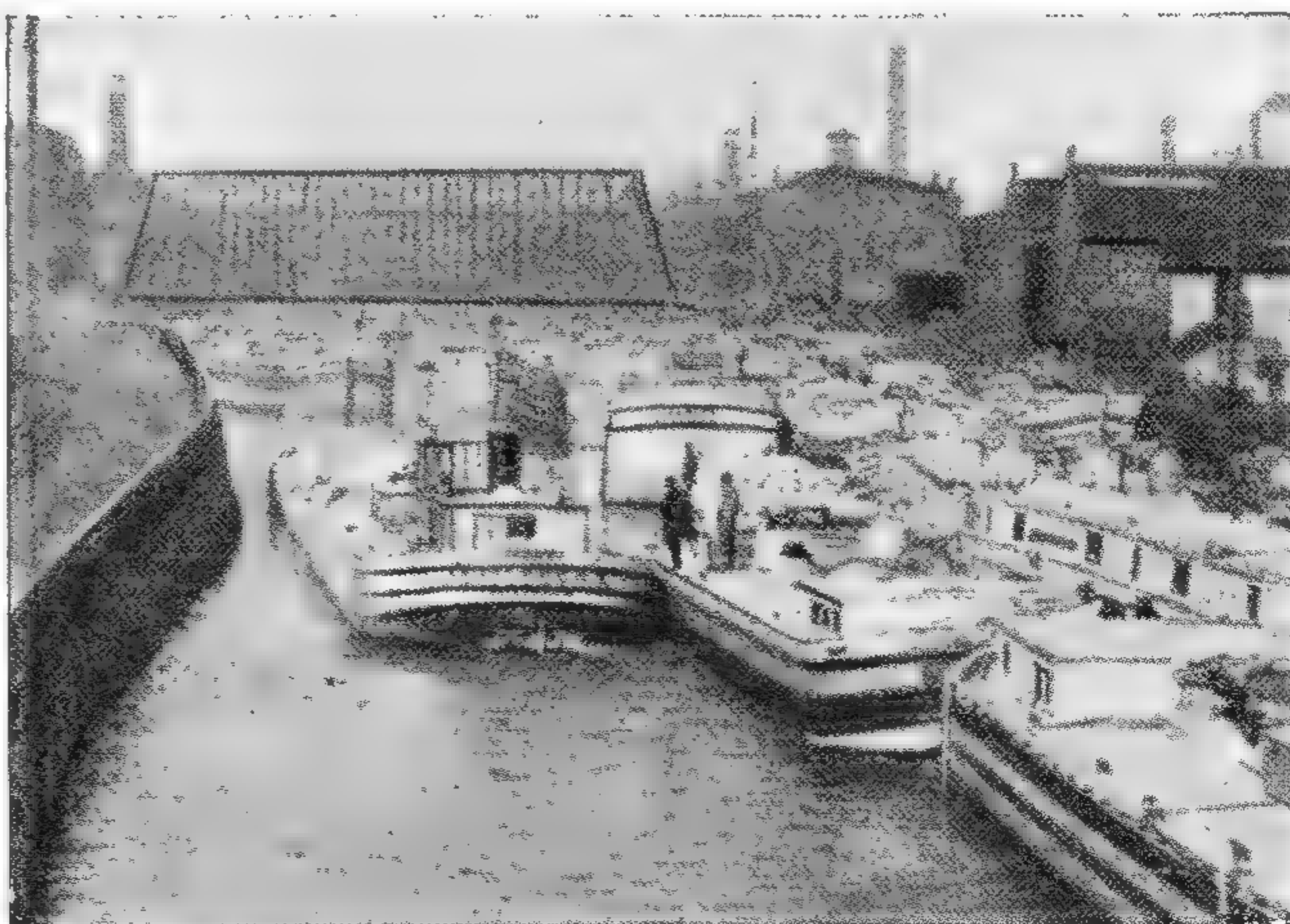
Commerce in bringing hundreds of thousands of visitors here each year to attend Conventions, and it is the estimate of the Commissioner of Conventions, and of the leading hotel proprietors that the visitors of the coming summer will spend three-and-one-half-million dollars during their stay.

And some of those visitors—impressed by the wonderful facilities for improving both business and living conditions—will decide to remain.

There are other things that the members of this Association are doing, too. They are working as a unified and harmonious force to build up the business of the city in all of its multitudinous branches. Constantly the Association preaches and practises and advocates the doctrine of "Home Trade is Best Trade." It urges that doctrine upon all business men and it instructs its local agents to preach it. It believes that every dollar spent at home helps to keep seven-tenths of Buffalo people in a prosperous condition—for that is the percentage of men and women who are in the employ of this far-reaching Association.

As an Association it has but one object, but that is a tremendously important one, viz., to increase the sale and the constant use of goods "Made or Sold in Buffalo."

Nor does it do that selfishly; it works for better Buffalo business, whether affiliated or unattached. But naturally it endeavors at all times to secure for its members the due and legitimate advantages to which they are rightly entitled. That is fair and wise, yet never



A GROUP OF CANAL BOATS IN HARBOR



once has the Association voiced the selfish query: "Who will reap the benefit?"

**WILL IT HELP BUFFALO?  
IS THE ONLY QUESTION**

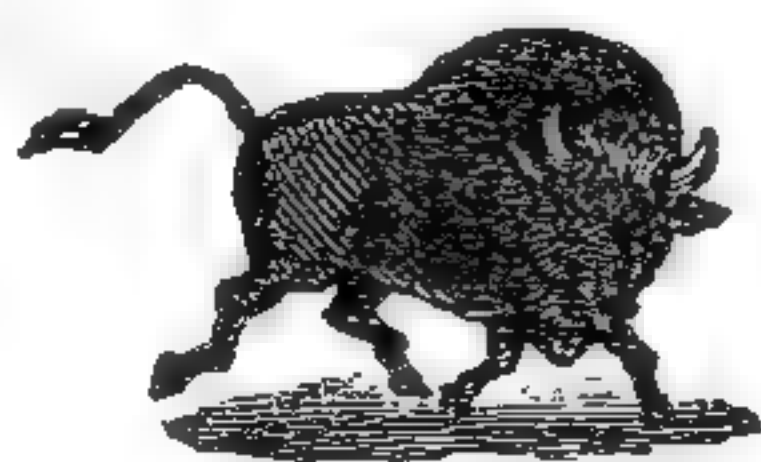
If it will help Buffalo and Buffalo business the task is cheerfully taken in hand. The superb Industrial Exposition now in progress is a sample. Can any man say that this enormous exploitation of Buffalo-made goods is not a benefit to all business and to the city as a whole? It has all been done by the untiring and unselfish work of its members. It has cost the men who originated it and carried it to its completion uncounted hours of valuable time, immense amounts of energy and thousands of dollars in actual money. This has been done without a dollar of individual profit returned to any member, except that which will come from the impetus it will give to Buffalo business. It has been done to show to Buffalo people, and the people from the territory surrounding, the quality and character of the goods made and sold in this city. It is a direct endeavor to interest Buffalo people and those of the surrounding country in Buffalo products and merchandise.

Work for a city's business can only be done effectively by organization and co-operation, and it is precisely this which "Big Buffalo Business," as symbolized by this Association, supplies. It is an organization which deserves the enthusiastic backing and support of every wholesaler, manufacturer and business man of Buffalo; yet when its members were planning for the great Trade Acquaintance Excursion in June, a business man, unaffiliated with the Association, was asked whether he would enjoy making the journey. He said he was too busy, and then he asked the following question: "What has the Wholesale Merchants and Manufacturers Association ever done for me, and what is it doing for the City of Buffalo?"

The palpable answer to that portion of his query which had to do with the Association's work for Buffalo is this: "It is doing so much that if it should suddenly cease doing it, the city would curl up like a singed butterfly, and in one year the population of the starved-out community would be almost as large as was the population of Buffalo Creek on the historic day that Martin Middaugh built his log cabin in the dense forest near Washington and Exchange streets."



HOTEL STATLER





# The Marine National Bank

## OF BUFFALO, N. Y., 1850-1915

SINCE the founding of the Marine National Bank, in 1850, Buffalo has increased one thousand per cent. in population.

FROM its first anniversary to its sixty-fifth, celebrated this year, the Marine National Bank's resources are more than \$65,000,000 and it is one of the eighteen largest National Banks in the United States.

IN 1850 the Marine National Bank statement showed deposits totaling \$7,521.85. Its total resources amounted to \$250,093.82.

THIS year the Marine National Bank statement shows deposits totaling \$50,592,460.16. Total resources amount to \$65,336,657.13.

### *First Statement of the Marine Bank of Buffalo, the Morning of August 27th, 1850*

#### RESOURCES

<i>Bills Discounted</i> .....	\$ 35,834.23
<i>Stocks and Bonds</i> .....	114,330.00
<i>Expenses</i> .....	1,610.58
<i>Cash on hand and with banks</i> ....	98,319.01
	<u>\$250,093.82</u>

#### LIABILITIES

<i>Capital Stock</i> .....	\$170,000.00
<i>Office and Circulating Notes</i> .....	72,000.00
<i>Exchange and Discount</i> .....	571.97
<i>Deposits</i> .....	7,521.85
	<u>\$250,093.82</u>

### *Statement of the Marine National Bank of Buffalo, the Morning of August 14th, 1915*

#### RESOURCES

<i>Loans and Discounts</i> .....	\$37,171,704.10
<i>Bonds and Securities</i> .....	10,166,821.35
<i>Banking House and Lot</i> .....	1,500,000.00
<i>Cash on hand and with banks</i> ..	16,498,131.71
	<u>\$65,336,657.16</u>

#### LIABILITIES

<i>Capital, Surplus and Profits</i> ....	\$ 9,704,196.95
<i>Reserved for Taxes</i> .....	40,000.00
<i>Circulation</i> .....	5,000,000.00
<i>Deposits</i> .....	50,592,460.21
	<u>\$65,336,657.16</u>

THE Marine National is the only bank extant today in Buffalo that was doing business in 1850. Its growth and importance have increased year after year until now it holds place in the foremost rank of American financial institutions.

STRIKING as the comparisons between its first and sixty-fifth statements, are the pictures of the home of the "Marine Bank" of 1850 and the home of the Marine National Bank today. The first quarters occupied only 25 by 50 feet in the building at No. 79 Main street. The present banking room in the sixteen story modern building at Main, Seneca and Washington streets, is 70 feet wide, 148 feet long and 45 feet high.

THIS wonderful progress of course has done much to increase Buffalo's standing among the financial, commercial and industrial centers of the country. The Marine National Bank has given the necessary co-operation.

THE Marine National Bank, therefore, has been of material benefit to the business interests of Buffalo and Western New York. Confidence in the Marine National Bank has made that possible. Its position today proves that the Marine National Bank will continue to operate for the upbuilding and maintenance of the community's vast business interests.

**THE MARINE NATIONAL BANK**  
OF BUFFALO - - - - 1850-1915







## *Big Business For Buffalo*

No other words adequately describe this Industrial Exposition.

It is "Big Business For Buffalo" in every way.

It shows and should prove to the people of Buffalo they may well be proud of their City and her industries.

### *Bell Telephone Service at the Exposition*

The Bell Telephone Exhibit is located in Spaces 10 and 12 in Section G, to the right as you enter the Hall, where ample public telephone facilities will be provided.

You are cordially invited to visit our booth.

You will learn many interesting facts about Buffalo's telephone service.

There are also Bell Telephones in every Exhibitor's booth—about 125 in all.

*BELL SERVICE IS THE LOGICAL TELEPHONE SERVICE FOR  
THE EXPOSITION AND FOR ALL BUFFALO*

*Here Are the Figures That Prove It—*

9 out of every 11 business telephone subscribers in Buffalo have Bell Service.

11 out of every 13 residence telephone subscribers in Buffalo have Bell Service.

Of all telephone subscribers in the city, 31 out of every 37 have the Bell.

*USE THE BELL*

*BOOST BUFFALO BY GOING*

*New York Telephone Company*

*Telephone Building*

FRANKLIN AND CHURCH STREETS



# THE COMMITTEES



## EXECUTIVE COMMITTEE

H. I. SACKETT, *Chairman*  
THOMAS CUMPSON, *Vice-Chairman*

W. BERGMAN	J. H. LASCELLES	G. BARRETT RICH, JR.
F. A. COUPAL	JOSEPH A. MCCOLL	C. A. SPAULDING
ALBERT HUTTER	EDGAR C. NEAL	H. C. WEILER

DAI H. LEWIS, *General Secretary*  
ROY CRANDALL, *General Publicity Manager*

A. E. BROCK	J. A. SHULTS	H. J. BALLIETT
E. J. NEWELL	H. H. STEELE	AVERY C. WOLFE
GEORGE W. SMITH	C. W. GOODMAN	JOHN J. DOLPHIN

## SPACE AND EXHIBITS COMMITTEE

THOMAS CUMPSON, *Chairman*  
A. E. BROCK, *Vice-Chairman*

EDW. FAIRBAIRN	J. P. BECKER	J. H. DYETT
FRANK ANDERSON	B. S. CUTLER	GEORGE A. KELLER
E. J. MCCARTHY	DAVID S. HOWARD	O. C. MOORE
JOHN BLACK	GEORGE C. ENOS	J. H. WATERBURY
EDWARD KENER, JR.	J. R. BENNETT	SIDNEY DETMERS
WM. A. MORGAN	D. L. HAMILL	R. P. LENTZ
	HENRY J. WOOD	

## FINANCE COMMITTEE

J. H. LASCELLES, *Chairman*  
EMIL DIFFINE, *Vice-Chairman*

A. A. LANDON	R. C. GAUPP	NORMAN P. CLEMENT
J. L. DANIELS	JAMES WILSON	GEORGE C. GINTHER
S. L. CARY	G. C. KLEINDINST	D. M. COWAN
JOSEPH P. FELL	SAMUEL ELLIS	GEORGE C. FINLEY
W. F. HOPKINS	HERMAN WILE	

## TRANSPORTATION COMMITTEE

JOSEPH A. MCCOLL, *Chairman*  
GEORGE W. SMITH, *Vice-Chairman*

M. H. BUVINGER	N. P. HIMMEL	O. C. MOORE
F. C. AVERY	B. M. HUNT	A. J. HOEFNER
S. L. CARY	SIDNEY DETMERS	A. D. DWELLE

## SERVICE COMMITTEE

F. A. COUPAL, *Chairman*  
J. A. SHULTS, *Vice-Chairman*

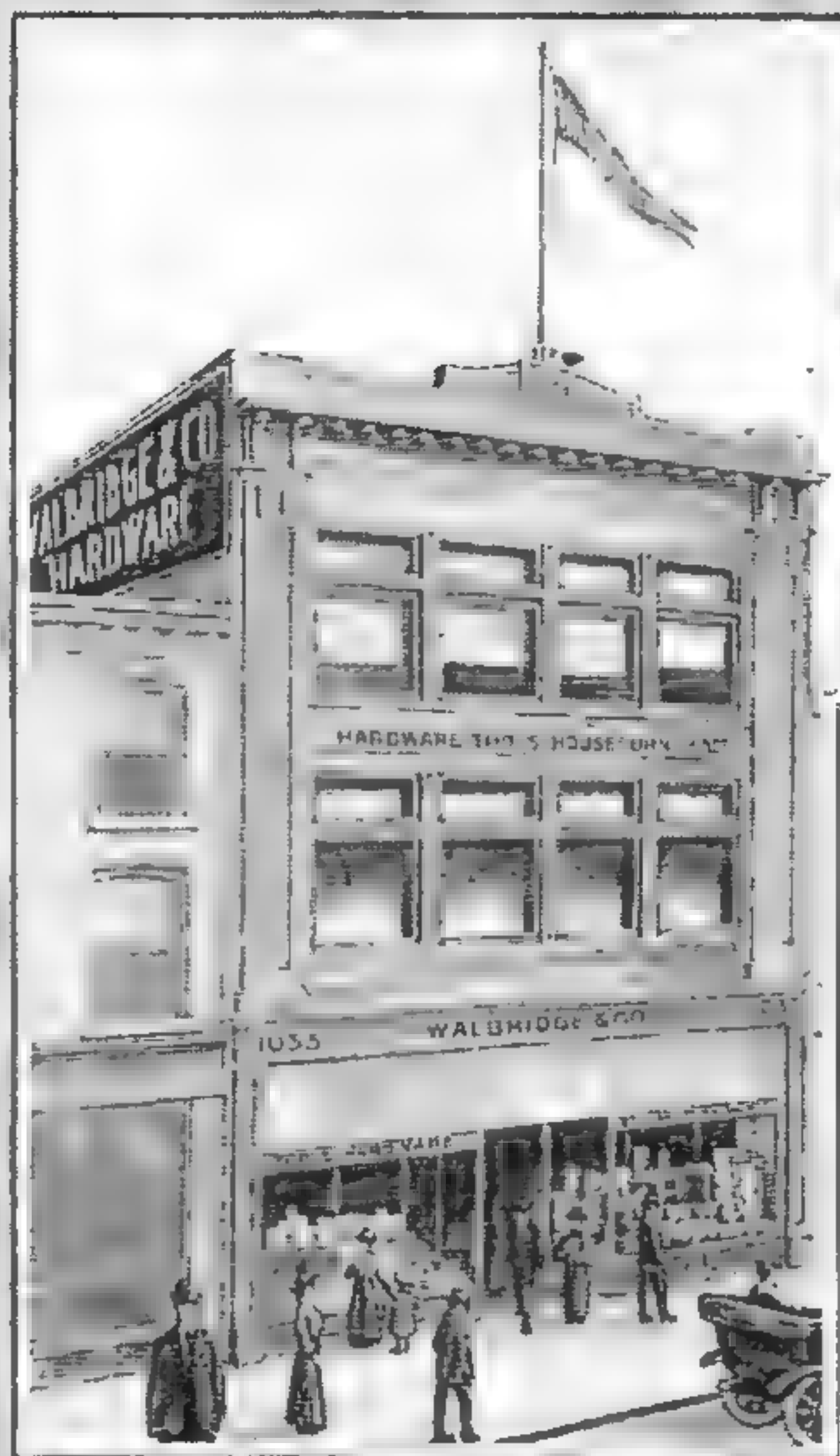
JOHN S. WATTERSON    JAMES K. THOMPSON    F. R. MORRIS



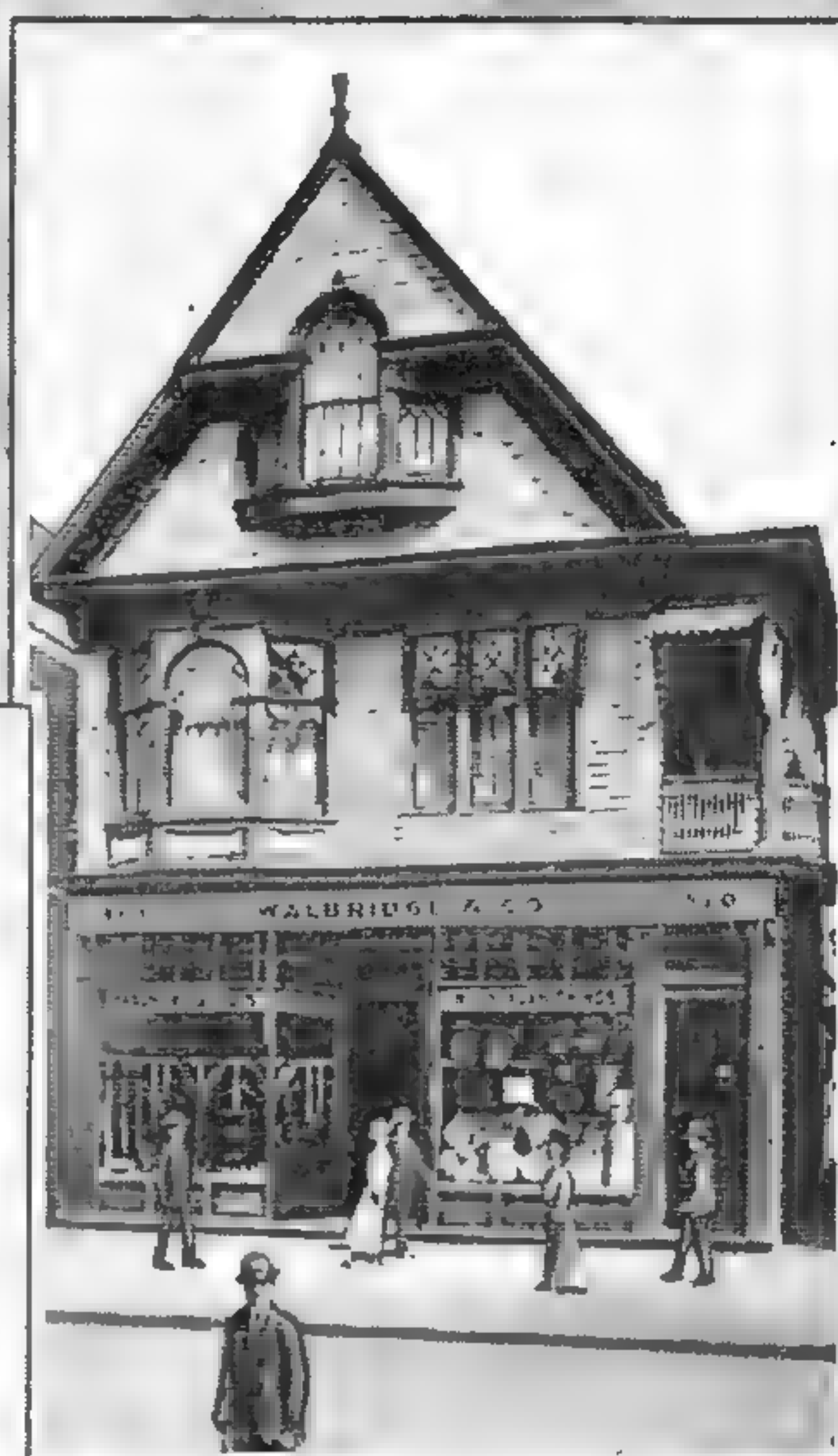
# WALBRIDGE & CO.

PRINCIPLE STORE AND BRANCHES

HARDWARE-CUTLERY-TOOLS  
CONTRACTORS AND SHOP SUPPLIES  
GAS AND ELECTRIC FIXTURES  
HOUSE FURNISHINGS  
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SPORTING GOODS-TOYS-KODAKS  
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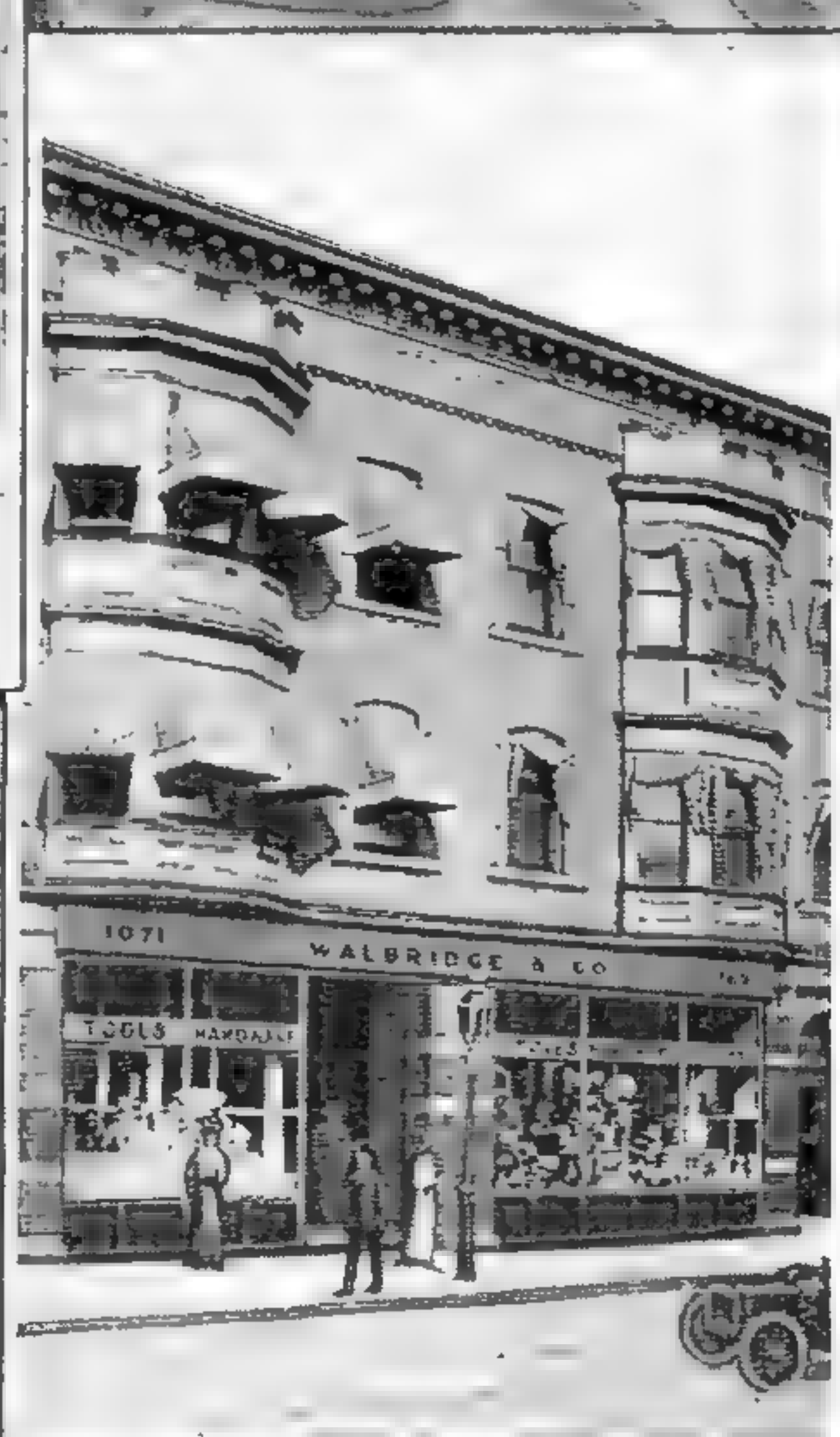
No. 310 W. FERRY ST.



Nos. 392-394 MAIN ST.



No. 2213 SENECA ST.



No. 1071 GRANT ST.

H.G. FROST



# THE COMMITTEES



## PROGRAM COMMITTEE

G. BARRETT RICH, JR., *Chairman*

W. M. WILSON  
W. J. THOMAS  
P. J. KUHN

D. R. NOTT  
SIEGFRIED LEVI  
J. F. BARNES  
CHARLES ECKSTEIN

CHARLES E. ZANG  
WILLIAM H. WALKER, JR.  
CHARLES COUCH

SAMUEL MEYER, *Business Manager*

## ENTERTAINMENT AND ATTRACTIONS COMMITTEE

EDGAR C. NEAL, *Chairman*

C. W. GOODMAN, *Vice-Chairman*

W. F. MACGLASHIAN  
FRED M. B. DORRIS  
A. D. DWELLE

GEORGE W. SMITH  
G. H. H. HILLS  
E. J. NEWELL

B. E. PFEIFFER  
E. C. SUTTON  
FRED W. ZANDER

## DECORATION AND ILLUMINATION COMMITTEE

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AVERY C. WOLFE, *Vice-Chairman*

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FRED R. BLAKESLEE

J. A. SCHULTS

M. F. MCFARLAND

G. D. BARR

A. S. BUTLER

A. R. CURRIE

A. H. NEHLS

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H. J. BALLIETT, *Vice-Chairman*

JOHN B. RODGERS  
E. G. MANSFIELD

FREELON HUNTER  
W. P. KILCAWLEY  
JOHN HENRY

CHARLES R. HURLEY  
WILLIAM SIMON, JR.

## CONCESSIONS COMMITTEE

WOLF BERGMAN, *Chairman*

JOHN J. DOLPHIN, *Vice-Chairman*

ALFRED A. BAKER  
MARCUS BARMON  
PHIL H. DANNER

ALEX G. HOEFLER  
FRED F. KLINCK

W. P. KING  
A. SCHREIBER  
CLARE E. RICHMAN

## TICKETS AND ADMISSIONS COMMITTEE

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H. H. STEELE, *Vice-Chairman*

CHARLES MOREY  
P. H. SCHABACKER  
FRANK S. BRAINARD

LOUIS H. BOWN  
H. W. HILLIARD  
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L. W. ELIAS  
ROBERT GALLAGHER  
B. F. STINSON





The Wm. Hengerer Co.



## *A Store of Specialized Departments*

THE HOUSE OF HENGERER is *more* than a mere department store. It is an organization of *specialized departments*—each a complete store in itself, catering to an individual clientele. The mutual co-operation of these highly specialized departments completes a human-efficient organization, whose watchword is *service*.

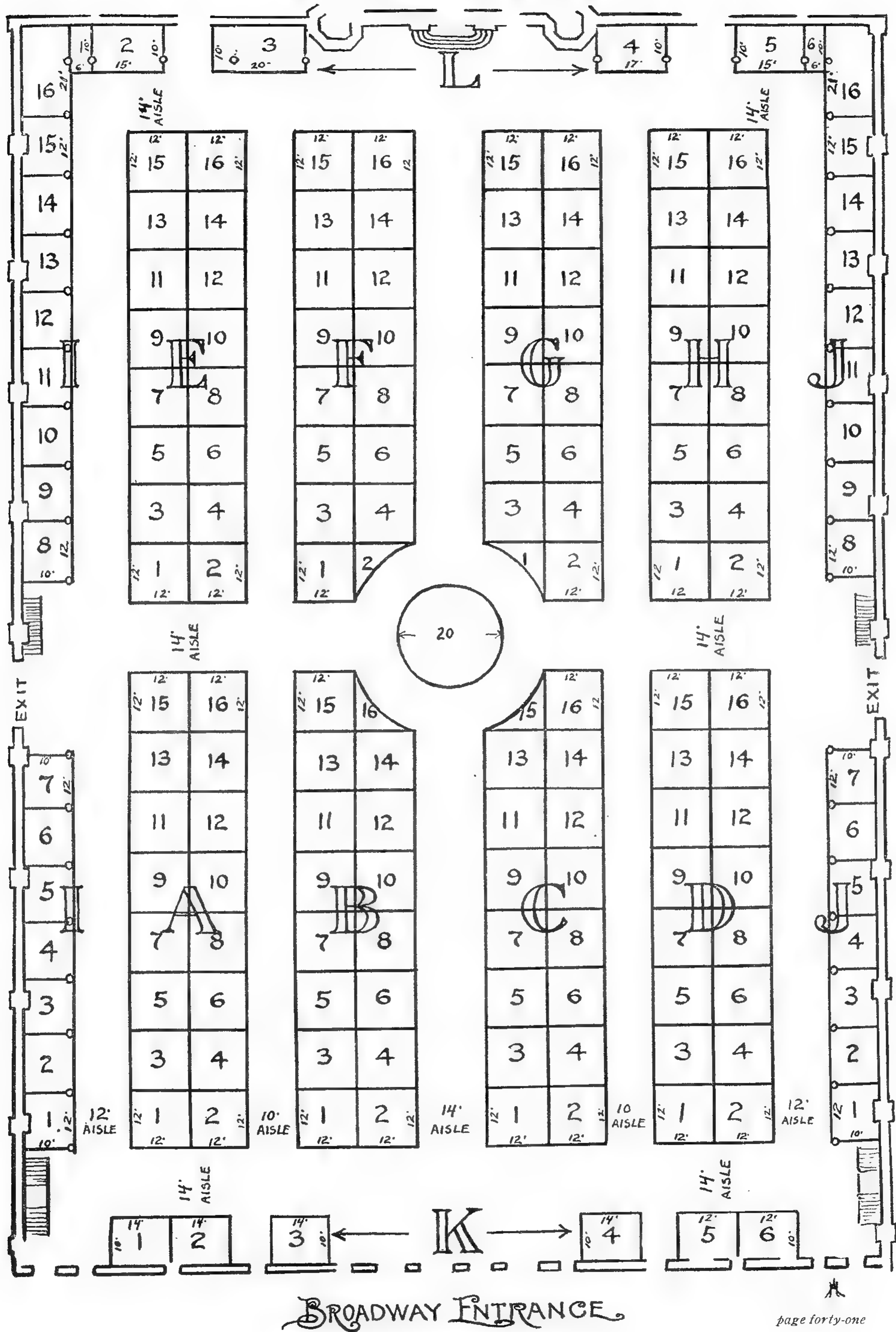


The Wm. Hengerer Co.

BUFFALO



# FLOOR PLAN





# FIRE DOORS

---

Metal Sash with Wire Glass

Elevator Gravity Traps

Elevator Door Hangers

Elevator Safety Gates

Steel Rolling Doors

Fire Extinguishers

Kalamein Doors



## DUSING & HUNT, INC.

B. M. HUNT  
President

F. C. DUSING  
Vice-President

E. M. PARSONS  
Secretary

OFFICE AND FACTORY:

386-390 Michigan Avenue, Buffalo, N. Y.

PHONES: Bell, Seneca 970 Federal 23-726



# THE EXHIBITORS



NAME	ADDRESS	Section and Number of Space
Adam, J. N. & Co. - - - - -	389 Main St. - - - - -	F 9-11
Adam, Meldrum & Anderson Co. -	404 Main St. - - - - -	A 11-13
Alling & Cory Co., The - - - - -	Elm and N. Division Sts. -	G 13
American District Steam Co. - -	N. Tonawanda, N. Y. - -	F 12
American Seating Co. - - - - -	828 Seneca St. - - - - -	F 7
American Sparkler Co. - - - - -	Chamber of Commerce - -	E 13
Atterbury Motor Car Co., The - -	Elmwood and Hertel Av's -	I 10-11
Bank of Buffalo - - - - -	236 Main St. - - - - -	A 8
Barmon Bros. Co. - - - - -	937 Broadway - - - - -	A 15
Barcalo Mfg. Co. - - - - -	225 Louisiana St. - - - -	C 5
Beaver Board Companies - - - - -	Beaver Road - - - - -	B 2
Bernhard, The M. J., Co. - - - -	712 Jefferson St. - - - -	G 16
Bianchi, J. & Sons - - - - -	2637 Genesee St. - - - -	J 5
Bickford & Francis Belting Co. -	35 Pearl St. - - - - -	F 6
Blakeslee-Snyder Co. - - - - -	512 Main St. - - - - -	I 8
Boy Scouts - - - - -	Peoples Bank Bldg. - - - -	J 14
Bryant & Stratton College Co. -	95 W. Genesee St. - - - -	A 6
Buffalo Brewery Exchange - - - -	Iroquois Building - - - -	L 4
Buffalo Chamber of Commerce - -	Chamber of Commerce Bldg. -	K 4
Buffalo Co-operative Stove Co. - -	Amherst St. - - - - -	H 5 and 7
Buffalo Courier and Enquirer - -	Main St. - - - - -	H 12
Buffalo Distilling Co. - - - - -	80 Main St. - - - - -	H 15
Buffalo Electric Contracting Co. -	18 Broadway - - - - -	I 7
Buffalo Evening News - - - - -	Main St. - - - - -	E 11
Buffalo General Electric Co. - -	Washington and Genesee -	G 1 to 8
Buffalo Hotel Association - - - -	Hotel Statler - - - - -	E 5
Buffalo Industrial Exposition - -	- - - - -	K 5 and 6
Buffalo Mill Supply Co. - - - - -	210 Main St. - - - - -	E 6
Buffalo Morning Express - - - - -	Exchange and Washington -	E 9
Buffalo Scale Co. - - - - -	1200 Niagara St. - - - -	B 10
Buffalo Sled Co., The - - - - -	N. Tonawanda, N. Y. - -	J 8





# Curtiss

FINAL ASSEMBLY

THE LARGEST AND BEST  
EQUIPPED AEROPLANE  
PLANT IN THE WORLD  
IS BEHIND THE NAME

## Curtiss

THE CURTISS AEROPLANE CO.  
BUFFALO, NEW YORK



## EXHIBITORS—Continued

NAME	ADDRESS	Section and Number of Space
Buffalo Specialty Co. . . . .	375 Ellicott St. . . . .	B 1
Buffalo Store Fixture Co. . . . .	712 Jefferson St. . . . .	G 15
Buffalo Times . . . . .	Main St. . . . .	H 14
Buffalo Trust Co. . . . .	449 Main St. . . . .	G 9
Car Wilton Carpet Co. . . . .	25 W. Chippewa St. . . . .	H 9
Cary Safe Co. . . . .	Chicago and Scott Sts. . . . .	B 7
Case, W. A., & Son Co. . . . .	31 Main St. . . . .	D 7 and 9
Century-Elliott Co. . . . .	916 Main St. . . . .	K 3
Christian Science Monitor . . . . .	North and Elmwood . . . . .	½ of L 3
Coin Machine Mfg. Co. . . . .	Marine National Bank Bldg. . . . .	A 4
Cole Motor Co. . . . .	1146 Main St. . . . .	B 13 to 16
Crane Co. . . . .	79 Broadway . . . . .	F 8
Cutler Desk Co. . . . .	32 Churchill St. . . . .	D 1-2
DeLaval Separator Co. . . . .	New York, N. Y. . . . .	A 5-7-9
Denton, Cottier & Daniels . . . . .	Court St. . . . .	L 1-2 & I 13-14-15-16
Dorries & Co. . . . .	173 Ellicott St. . . . .	C 6
Durabul Sanitary Floor Co. . . . .	442 Niagara St. . . . .	½ of I 4
East Side News . . . . .	301 Broadway . . . . .	B 5
Eureka Coffee Co. . . . .	102 Carroll St. . . . .	E 7
Evenden, J. W., Co. . . . .	287 Washington St. . . . .	J 6
Faxon, Williams & Faxon . . . . .	399 Main St. . . . .	D 12
Federal Telephone Co. . . . .	Pearl and Church Sts. . . . .	A 10 and 12
Fisher, Martin & Sons . . . . .	438 Pearl St. . . . .	A 2
Gangnagel, J. A., Realty Co. . . . .	805 Mutual Life Bldg. . . . .	C 8
Graves, Manbert, George & Co. . . . .	Foot of Hertel Ave. . . . .	H 6
Haile, A. W., Motor Co. . . . .	1015 Main St. . . . .	A 1-3
Hannan Shoe Co. . . . .	476 Main St. . . . .	H 13
Health Department . . . . .	City Hall . . . . .	J 16, L 6
Hengerer, Wm., Co. . . . .	Main St. . . . .	D4-6, L 5
Hewitt Rubber Co. . . . .	240 Kensington Ave. . . . .	C 4
Hoefler Ice Cream Co. . . . .	294 Connecticut St. . . . .	J 9 and 10
Hotel and Catering Supply Co. . . . .	666 Genesee St. . . . .	½ of L 3
Institute for the Blind . . . . .	Ellicott St. . . . .	J 12
International Railway Co. . . . .	Ellicott Square . . . . .	J 4



## EXHIBITORS—Continued

NAME	ADDRESS	Section and Number of Space
Irish, Geo., Paper Co. . . . .	21 River St. . . . .	D 14 and 16
Iroquois Door Co. . . . .	Larkin and Exchange Sts. C 9-10-11-12	
Jeffrey-Fell Co. . . . .	320 Pearl St. . . . .	D 5
Jones, R. T., Lumber Co. . . . .	N. Tonawanda, N. Y. . . . .	J 3
Keller Office Furniture Co. . . . .	251 Main St. . . . .	D 11-13-15
Kulp, J. F. & Sons Co. . . . .	160 Spring St. . . . .	I 5
Lackawanna Steel Co. . . . .	Lackawanna, N. Y. . . . .	F 13-16
Lippard-Stewart Motor Car Co. . . . .	226 W. Utica St. . . . .	E 1-2-3-4
Lumen Bearing Company . . . . .	197 Lathrop St. . . . .	G 11
Manufacturers & Traders Bank . . . . .	Main and Swan Sts. . . . .	E 8
Manzel Brothers Co. . . . .	315 Babcock St. . . . .	I 12
Marine National Bank . . . . .	Main and Seneca Sts. . . . .	F 5
Meldrum, H. A., Co. . . . .	460 Main St. . . . .	B 9-11
Miller & Kern . . . . .	2268 Bailey Ave. . . . .	½ of J-7
Monarch Knitting Co., The . . . . .	19 Doat St. . . . .	E 15-16
New York Telephone Co. . . . .	Church and Franklin . . . . .	G 10 and 12
Niagara Metal Weather Strip Co. . . . .	737 Main St. . . . .	½ of I 3
Northland Rubber Co. . . . .	703 Northland Avenue . . . . .	E 14
Offerman, Frank J. . . . .	301 Broadway. . . . .	B 3-4
Otis Bed Mfg. Co. . . . .	168 Florida St. . . . .	F 10
Peoples Bank, The . . . . .	Main and Seneca Sts. . . . .	D 3
Pratt & Lambert Co. . . . .	75 Tonawanda St. . . . .	A 14 and 16
Public Library . . . . .	Lafayette Square . . . . .	J 15
Queen City Dairy Co. . . . .	255 Seneca St. . . . .	C 14
Reliable Stamping Co. . . . .	1400 Niagara St. . . . .	½ of J 11
Republic Metalware Co., The . . . . .	Republic St. . . . .	C 15-16
Rugby Knitting Mills . . . . .	265 Washington St. . . . .	H 16
Sackett, The H. I., Electric Co. . . . .	256 Pearl St. . . . .	H 1-2-3-4
Scott Sign Co., The . . . . .	Eagle and Franklin Sts. . . . .	I 2
Shattuck, A. P. . . . .	414 Niagara St. . . . .	½ of I 4
Shumaker, A. L. . . . .	1375 Main St. . . . .	H 11
Sterling Oil Co. . . . .	608 Swan St. . . . .	I 6
Stewart Motor Corporation . . . . .	Randall and Superior Sts. . . . .	F 1-2-3-4



# SAMUEL MEYER

706 IROQUOIS GAS BUILDING

BUFFALO, N. Y.

## Publisher's Counsel

### *Newspaper—Periodical—Directory*

- ¶ I build up advertising business for publications whose patronage is run down.
- ¶ I secure, organize and direct advertising for new publications or those whose business is not commensurate with circulation and territory.
- ¶ If you want more and better advertising for your publication, call me into consultation.



## Flint & Kent

Women's Suits, Coats,  
Dresses, Blouses

Children's Clothing

Jewelry, Leather and  
Toilet Goods

Stationery, Furs, Rugs

Men's, Youths', Boys' Clothing  
and Furnishings

HOSIERY, GLOVES, SHOES, NECKWEAR

## *Best Merchandise at Lowest Prices*

554-562 Main Street

Between Huron and Chippewa Streets

**BUFFALO, N. Y.**



## EXHIBITORS—Continued

NAME	ADDRESS	Section and Number of Space
Stinson, B. F. Co. . . . .	424 Niagara St. . . . .	C 3
Thing, G. E. & Co. . . . .	37 Pearl St. . . . .	C 1-2
Todd & Co., G. W. . . . .	551 Ellicott Sq. . . . .	½ of J 2
Typewriter Emporium . . . . .	Franklin and Swan Sts. . . . .	½ of J 2
United Cereal Mills . . . . .	781 William St. . . . .	D 8
United States Navy . . . . .	Post Office Building . . . . .	H 8-10
Victor, A. & Co. . . . .	Main and Gen'ee Sts. . . . .	E 10 and 12
Walker, Wm. H. & Co. . . . .	77 Pearl St. . . . .	C 7
Ward & Ward Incorporated . . . . .	Fougeron St. and Belt Line . . . . .	B 8
Weed & Co. . . . .	95 Swan St. . . . .	B 6, ½ of J 11
Welsbach Gas Lamp Co. . . . .	615 Main St. . . . .	J 1
Western Union Telegraph Co., The . . . . .	Telephone Bldg. . . . .	G 14
Wheat's Ice Cream Co. . . . .	221 Elm St. . . . .	C 13
Whitney-Eckstein Seed Co. . . . .	599 Perry St. . . . .	I 9
Wildroot Chemical Co. . . . .	11 Goodell St. . . . .	D 10
Wright, Alfred G., . . . . .	Rochester, N. Y. . . . .	½ of I 3
Wood, Henry J., Co. . . . .	1358 Main St. . . . .	B 12
Y. M. C. A. . . . .	45 W. Mohawk St. . . . .	J 13

### WE ARE NOT UNAPPRECIATIVE

¶ *Many elements enter into an event of the nature of this show; some which tend to success and some to failure.*

¶ *The percentage has been in our favor. We have had enthusiastic and sincere support from many. The Keller Office Furniture Company is distinctly remembered for goodwill and kindly aid. At the earliest moment the members of the Association were asked to call upon this Company for help. We called and the Headquarters Office was gratuitously supplied with furniture.*

¶ *That kindness is remembered.*

¶ *The Association extends the hand of good fellowship to J. F. Kulp, official truckman for the Show, because he proved at its inception his earnest desire to aid the cause, even though his co-operation forced a sacrifice. There are others who merit our thanks—one half million at least and we are grateful to them all.*

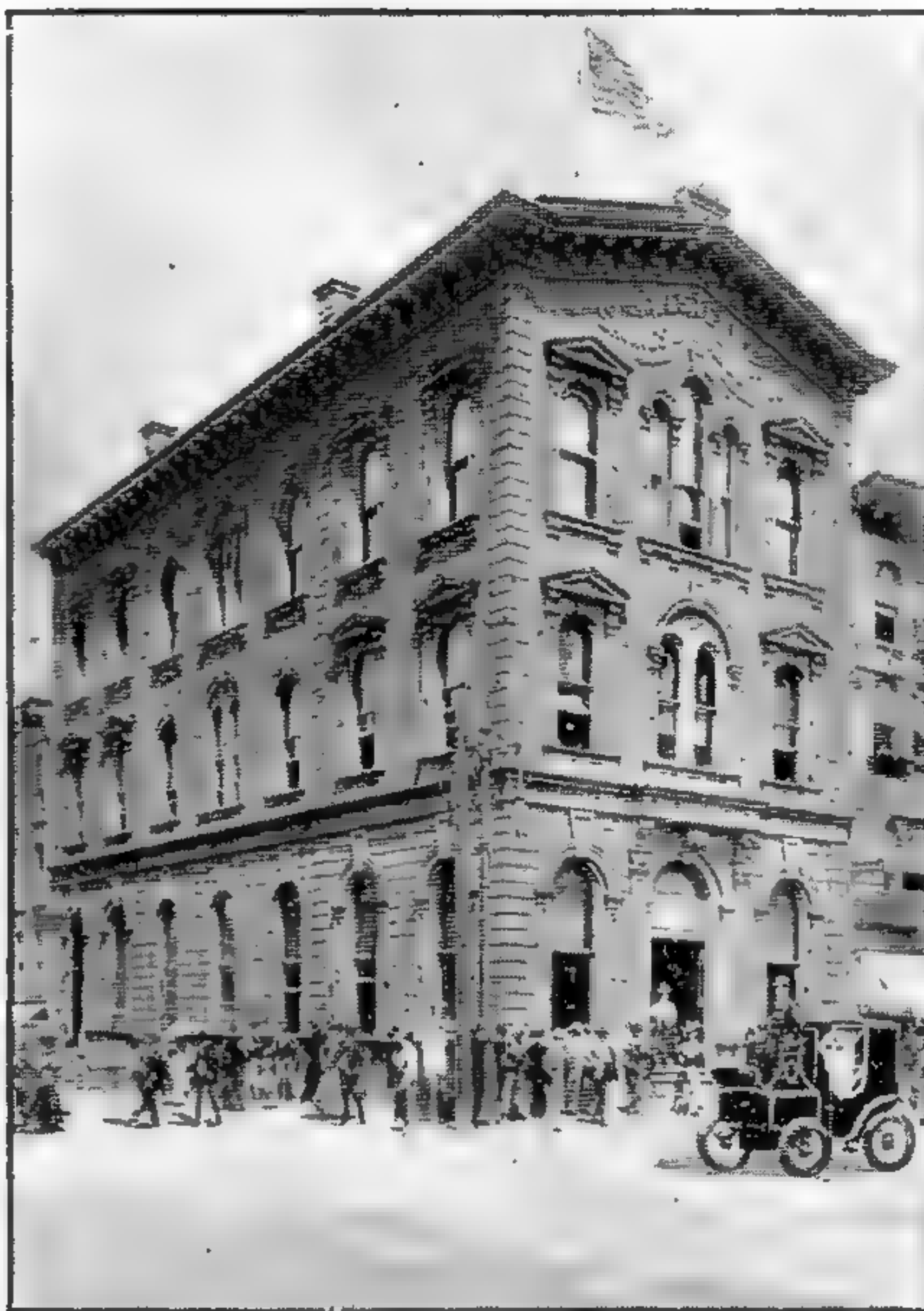


# *The Western Savings Bank* *of Buffalo*

CORNER MAIN AND COURT STREETS

Deposits - - - \$10,500,000.00

OUR AIM  
TO  
ENCOURAGE  
THRIFT



MAY WE  
SERVE  
YOU

## OFFICERS

ALBERT J. WHEELER, President

HENRY ERB, 1st Vice-President

HOWARD H. BAKER, 2d Vice-President

FRANKLIN W. H. BECKER, Secretary and Treasurer

EDWARD E. COATSWORTH, Attorney

## TRUSTEES

Henry Erb

Albert J. Wheeler

Howard H. Baker

Henry E. Boller

William F. Wendt

Franklin W. H. Becker

William Simon

Edward E. Coatsworth

Charles H. Donaldson

Lewis J. Heintz

Carl A. Strangmann

Charles Diebold, Jr.

George B. Montgomery

Grover W. Wende

FOUR PER CENT. INTEREST PAID TO DEPOSITORS JULY 1st, 1915



FRANK B. BAIRD, President

HARRY YATES, 1st Vice President and Treasurer

C. A. COLLINS, 2nd Vice President

ROBERT F. SCHELLING, Secretary

## THE BUFFALO UNION FURNACE CO.

Manufacturers of

### PIG IRON

FOOT OF HAMBURGH STREET  
BUFFALO, N. Y.

M. A. HANNA & CO., Cleveland, Ohio, Sole Sales Agents

BUFFALO FOUNDRY

Scotch, Malleable, Basic, Bessemer

## SPENCER LENS COMPANY

Capital \$250,000.00

MANUFACTURERS OF

### Scientific Instruments

MICROSCOPES 

MICROTOMES 

TELESCOPES 

PHOTOGRAPHIC LENSES

PROJECTION LANTERNS

### *The World is Our Market*

WILLIAM H. GLENNY, President

HENRY R. HOWLAND, Vice-President

LOUIS M. POTTER, Secretary

HARVEY N. OTT, Treasurer

FACTORY AND OFFICES:

442 NIAGARA STREET  
BUFFALO

## *We Want Your Bank Account*

WE believe that a satisfied depositor is a Bank's best advertisement - that efficient service will reap its own reward. ¶ Our success has come from serving well, and the appreciation of the public of our endeavors to do the best possible, even in small matters, encourages us to continue our business on this principle. ¶ We invite you to become a *satisfied depositor* of this worthy institution. . . . .

## German-American Bank

LAFAYETTE SQUARE

BUFFALO, - - - - N. Y.

## GEO. W. MALTBY & SONS COMPANY

Manufacturers and Importers of

EXTERIOR and INTERIOR

Cut Stone, Granite  
∴ and Marble ∴



BUILDERS OF

McKinley Tomb, Canton, Ohio and  
McKinley Monument, Buffalo, N. Y.



OFFICE and MILL

21 MARYLAND STREET  
BUFFALO, N. Y.



# **BANK OF BUFFALO**

**BUFFALO, N. Y.**

Capital	-	-	\$ 1,000,000.00
Surplus	-	-	1,000,000.00
Total Resources Over			18,000,000.00

---

## **DEPOSITS**

**AS PER OFFICIAL STATEMENTS**

June 4, 1913	-	\$ 9,281,297.40
June 30, 1914	-	13,786,848.45
June 23, 1915	-	16,509,758.42

---

## **OFFICERS :**

ELLIOTT C. McDOUGAL, President

LAURENCE D. RUMSEY, Vice-President	ROBERT K. ROOT, - - Vice-President
JOHN L. DANIELS, - - - Cashier	RALPH CROY, - Assistant to President
LOUIS C. OLDEN, - Assistant Cashier	CHARLES D. APPLEBY, Assistant Cashier

<b>WE INVITE YOUR ACCOUNT</b>
-------------------------------



## Beginning Today--Try This

TRY watching the poster boards which you pass between the house and the office and then ask yourself if the majority of the goods advertised are not conspicuously successful leaders in their respective lines.

If they are (and they are) isn't it a good argument that your goods should be advertised there?

*Estimates upon request  
Poster Advertising Exclusively*

### WHITMIER & FERRIS CO.

BUFFALO

Branches all Western New York

BOTH PHONES

Four Cylinder  
\$1050.00

Six Cylinder  
\$795.00

## OAKLAND



"MEANS SERVICE"

Oakland Distributing Co.  
1233 MAIN STREET

A Home for the Man Away from Home

## The Men's Hotel

Pearl and Genesee Streets, Buffalo, N.Y.



Operated by *The Buffalo Young Men's  
Christian Association*

RATES—50c and 75c per night. \$2.25 to \$5.00 per week

ACCOMMODATIONS FOR 350 MEN

Fire-Proof. All-Night Service. Sanitary. No Bar.

## C.F. Hotchkiss

WHOLESALE

Lumber and

Shingles

270 W. Genesee Street

BUFFALO, N. Y.



# LACKAWANNA BRIDGE CO.

---

*Consulting and Contracting Engineers  
Manufacturers of Steel Structures*

---

*General Contractors for  
Fireproof Construction*

---

We have on hand for immediate shipment a large stock of  
ANGLES, BEAMS, CHANNELS, BARS, Etc.

---

BELL and ABBY STREETS, BUFFALO



---

---

THE SCOTT SIGN CO.

*Signs of Every*  
*Description*

EAGLE AND FRANKLIN STREETS

---

---

HEADQUARTERS FOR ELECTROLYTIC  
CAUSTIC POTASH

---

William Lansill  
*Broker and*  
*Commission Merchant*

Personal attention given to the PACKING  
HOUSE and SOAP MANUFACTURERS' TRADE : : : : :

963 WILLIAM STREET  
EAST BUFFALO, N. Y.

## Schoellkopf Aniline and Chemical Works

(INCORPORATED)

MANUFACTURERS OF

*Aniline Colors, Coal  
Tar Products and  
Disinfectants, Etc.*



SELLING AGENTS

*National Aniline and Chemical Co.*

NEW YORK	CHICAGO	MINNEAPOLIS
BOSTON	MILWAUKEE	BUFFALO
PHILADELPHIA	CINCINNATI	HARTFORD

---

## J. H. Ruckel & Son

STEAM AND  
HOT WATER  
HEATING  
POWER PLANTS  
E R E C T E D

ENGINEERS', FACTORY  
AND MILL SUPPLIES  
Genuine Wrought Iron Pipe  
and Fittings



81-83 Main Street  
BUFFALO, N. Y.



# Buffalo Savings Bank

---

*JULY 1, 1915*

ASSETS, \$41,535,530.53

(Investment Value)

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**\$41,535,530.53**

LIABILITIES

Deposits . . . \$37,711,086.11

Surplus . . . \$ 3,824,444.42

---

**\$41,535,530.53**



NUMBER OF OPEN ACCOUNTS 64,641

## *Officers*

E. CORNING TOWNSEND, President

CHARLES L. GURNEY, 1st Vice President

FRANK NOBLE, Secretary

CHARLES DENNY, Assistant Secretary

SEYMOUR P. WHITE, 2nd Vice-President

F. X. WANENMACHER, Treasurer

DE WITT CLINTON, Attorney

## *Trustees*

E. Corning Townsend

William H. Glenny

George Bleistein

Seymour P. White

Charles L. Gurney

John L. Clawson

C. Breckenridge Porter

DeWitt Clinton

Henry M. Gerrans

Richard E. Gavin

John B. Olmsted

Hugh Kennedy

John A. Mann

William Hudson

Edward L. Koons

An interest dividend at the rate of 4% was credited to depositors July 1st, 1915



"BECO" BRANDS

BUFFALO

PRINTED

ENVELOPE

PLAIN

COMPANY

"Best Envelopes Can Order"

THE JOHN W. COWPER  
COMPANY

(INCORPORATED)

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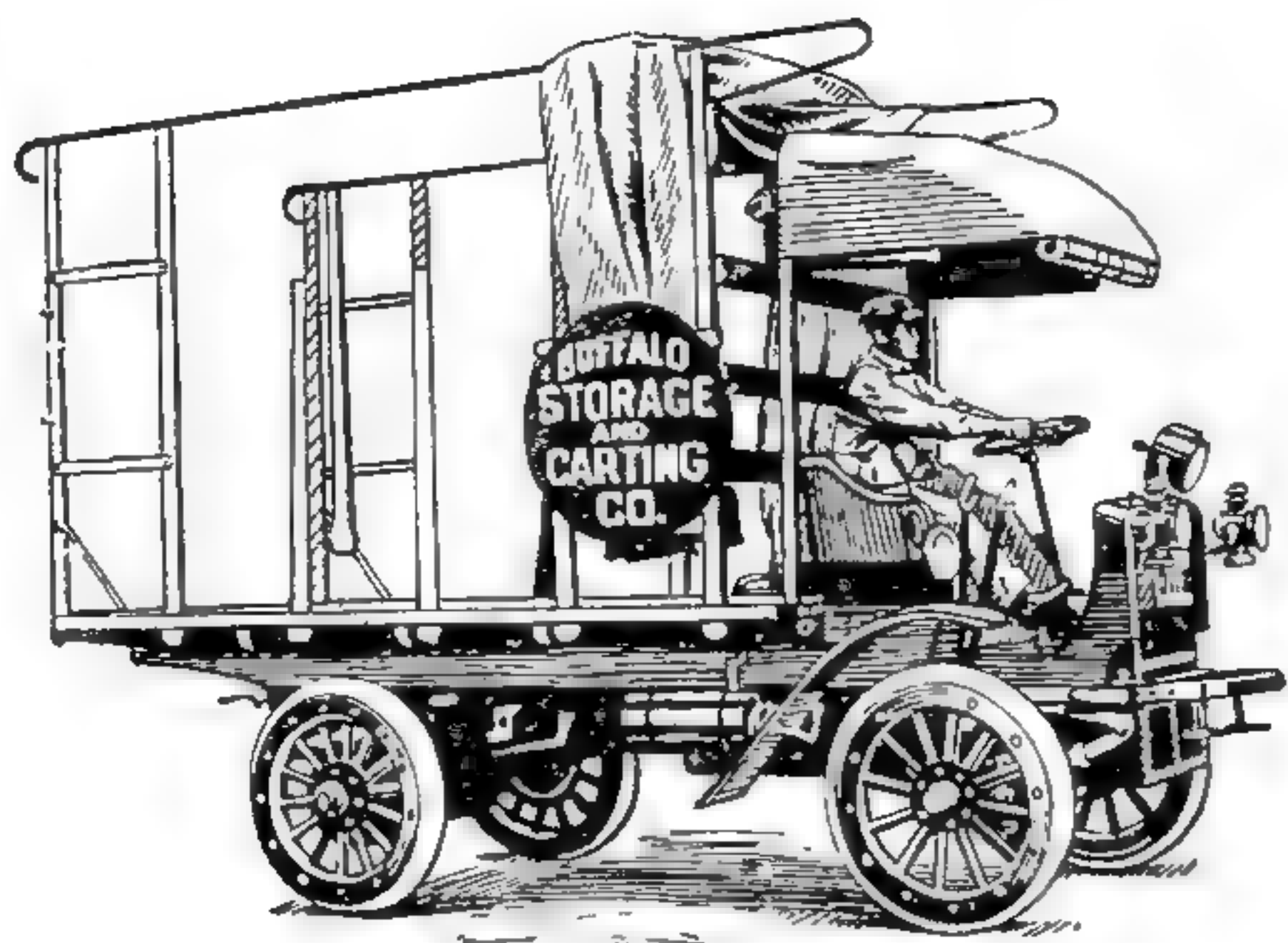
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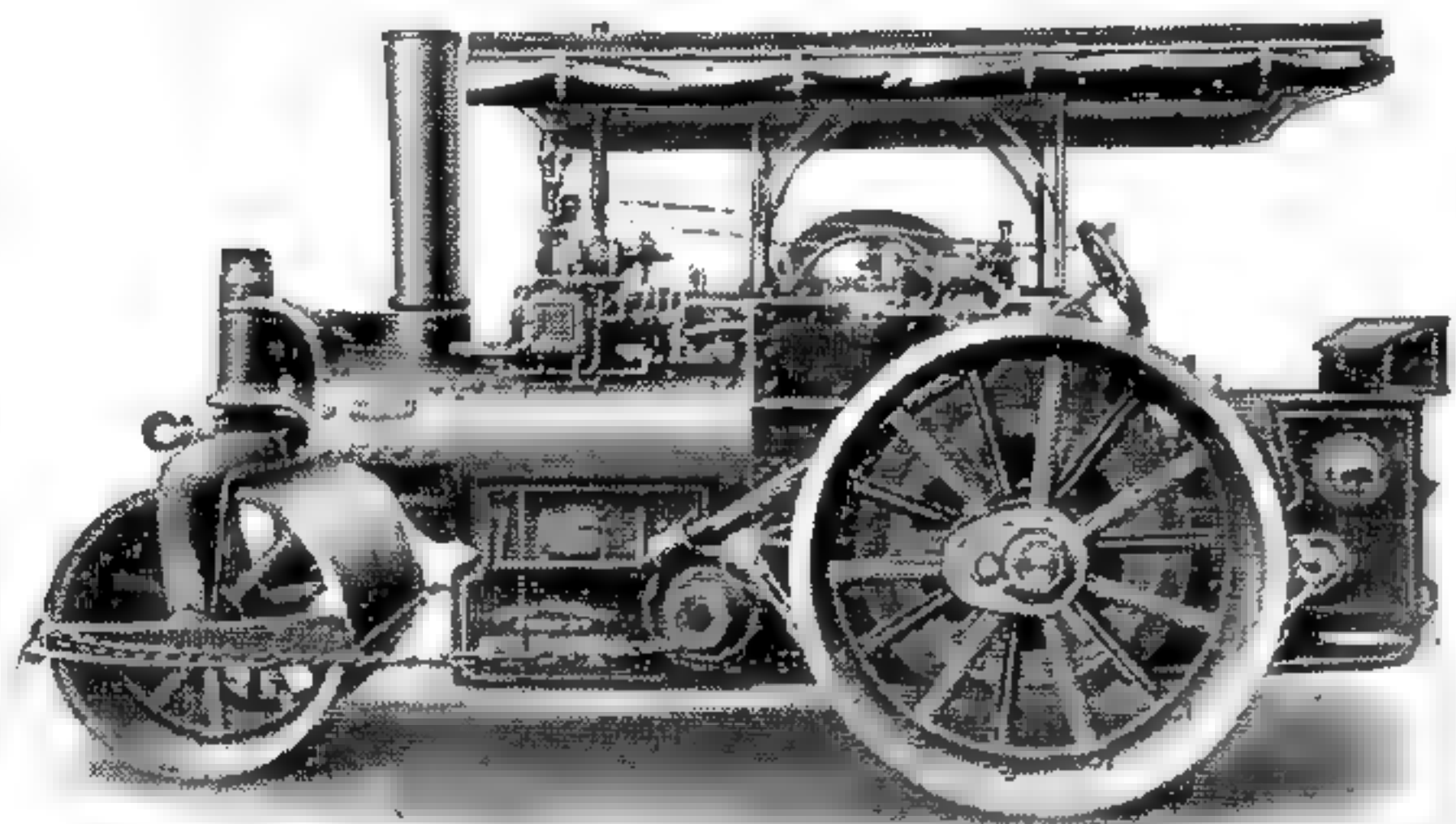


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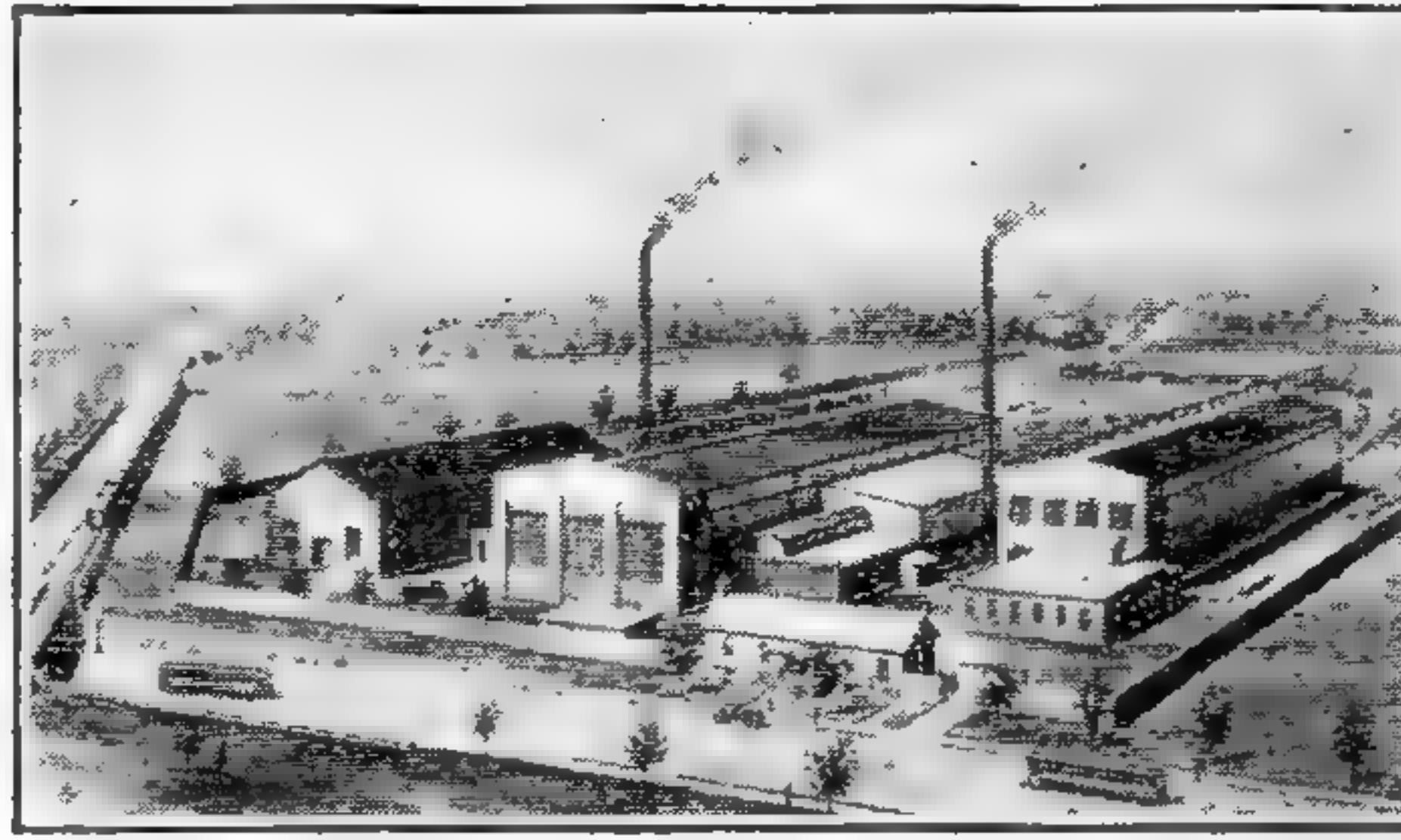


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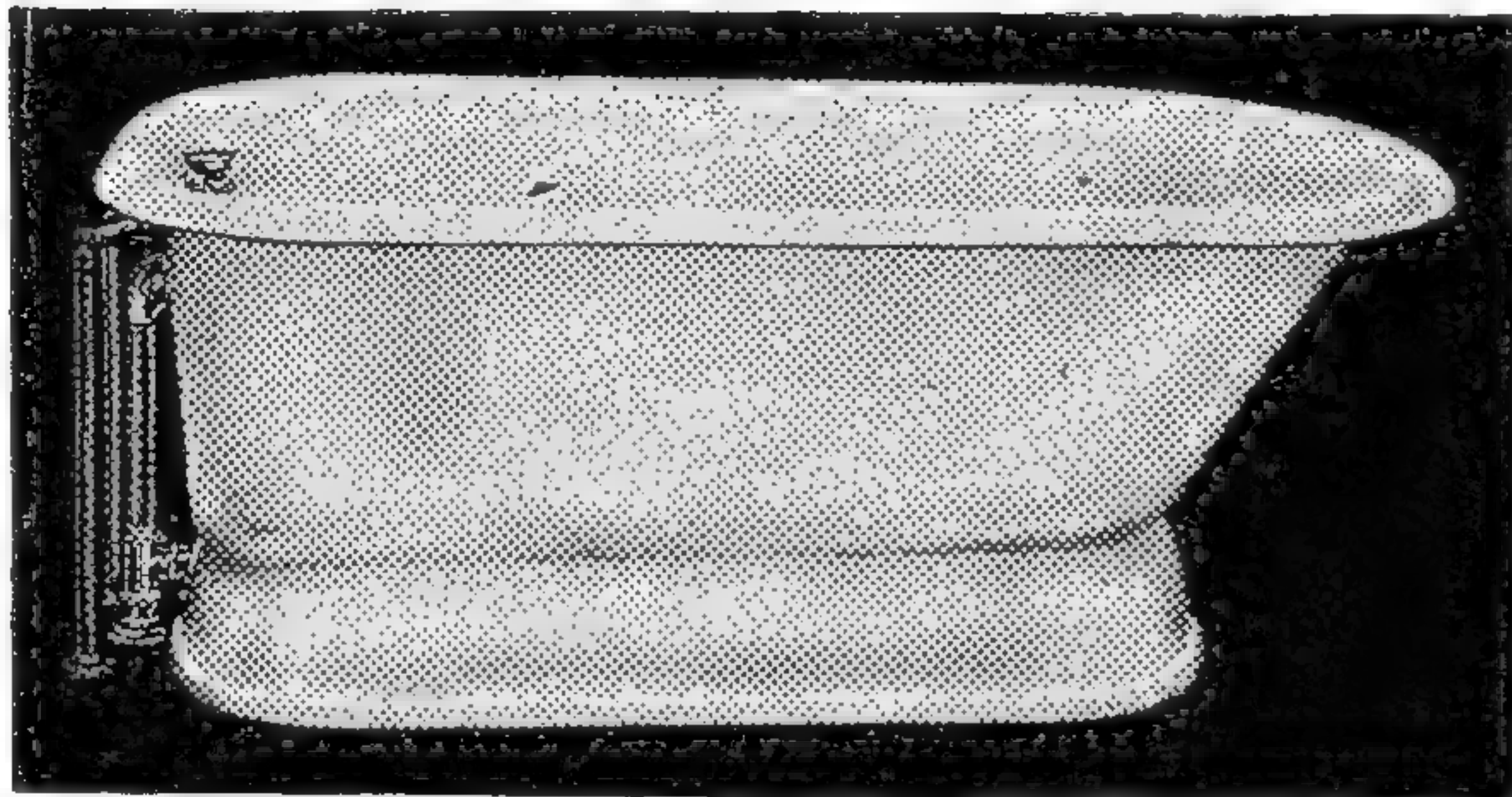
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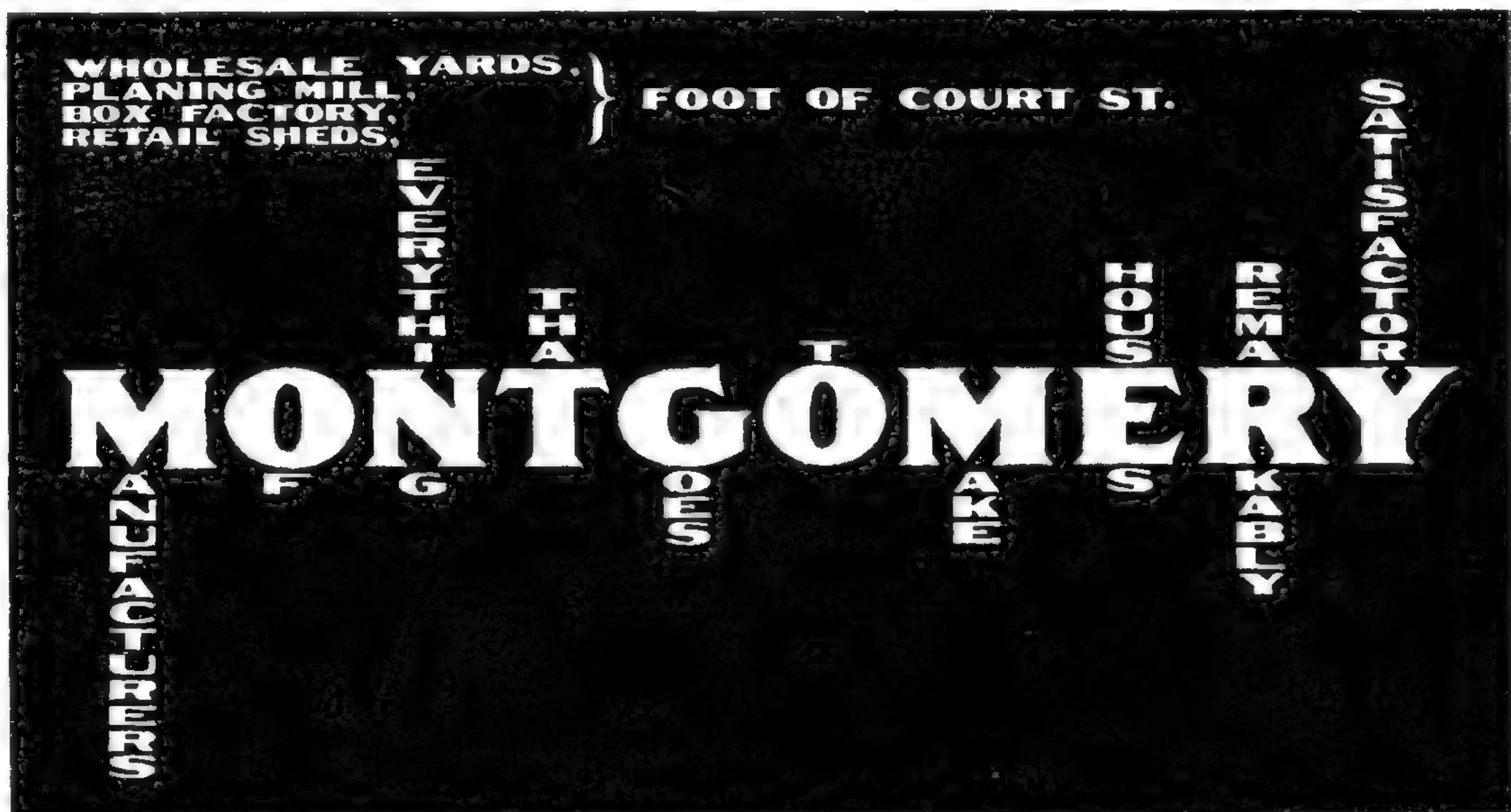




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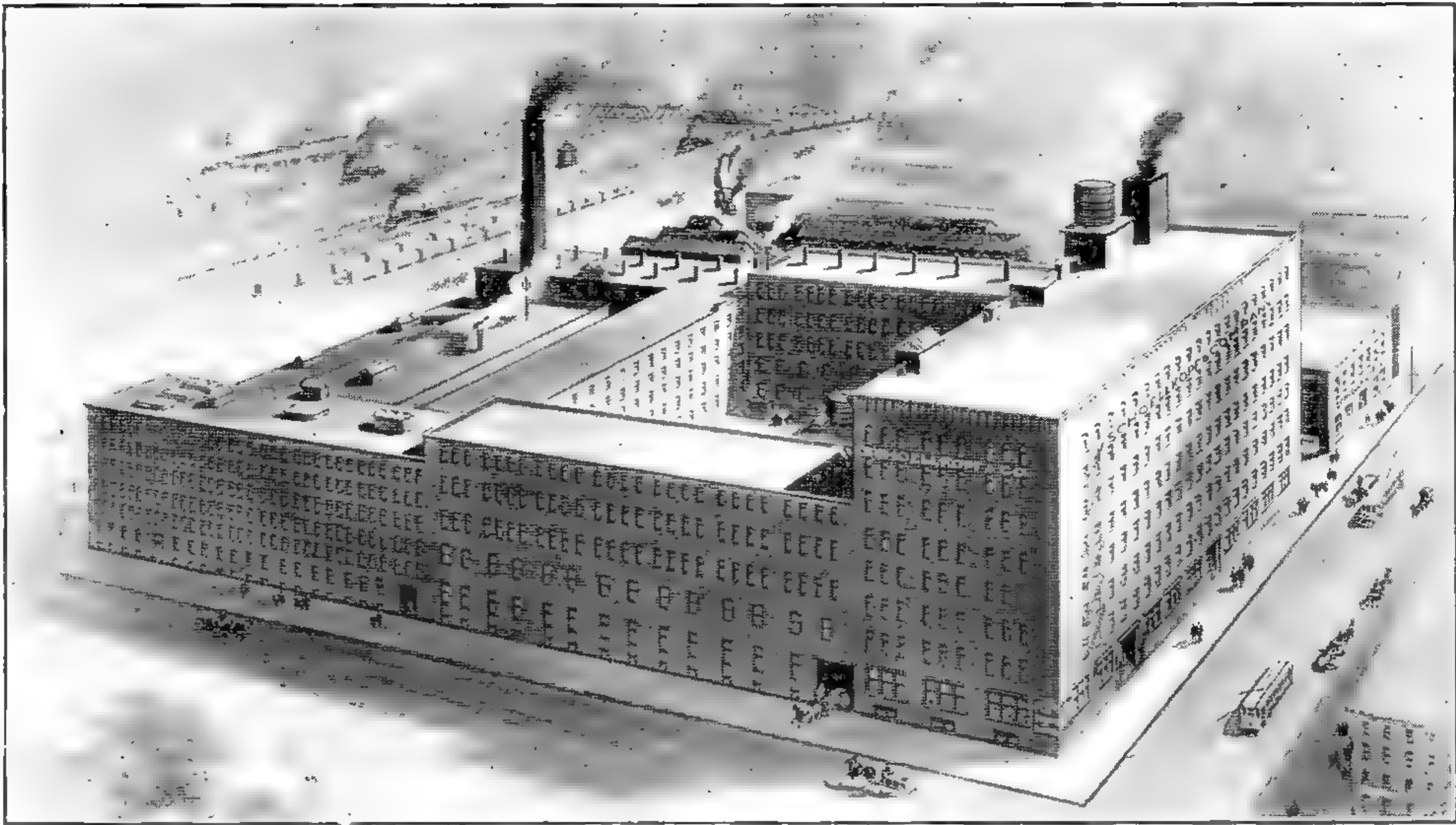
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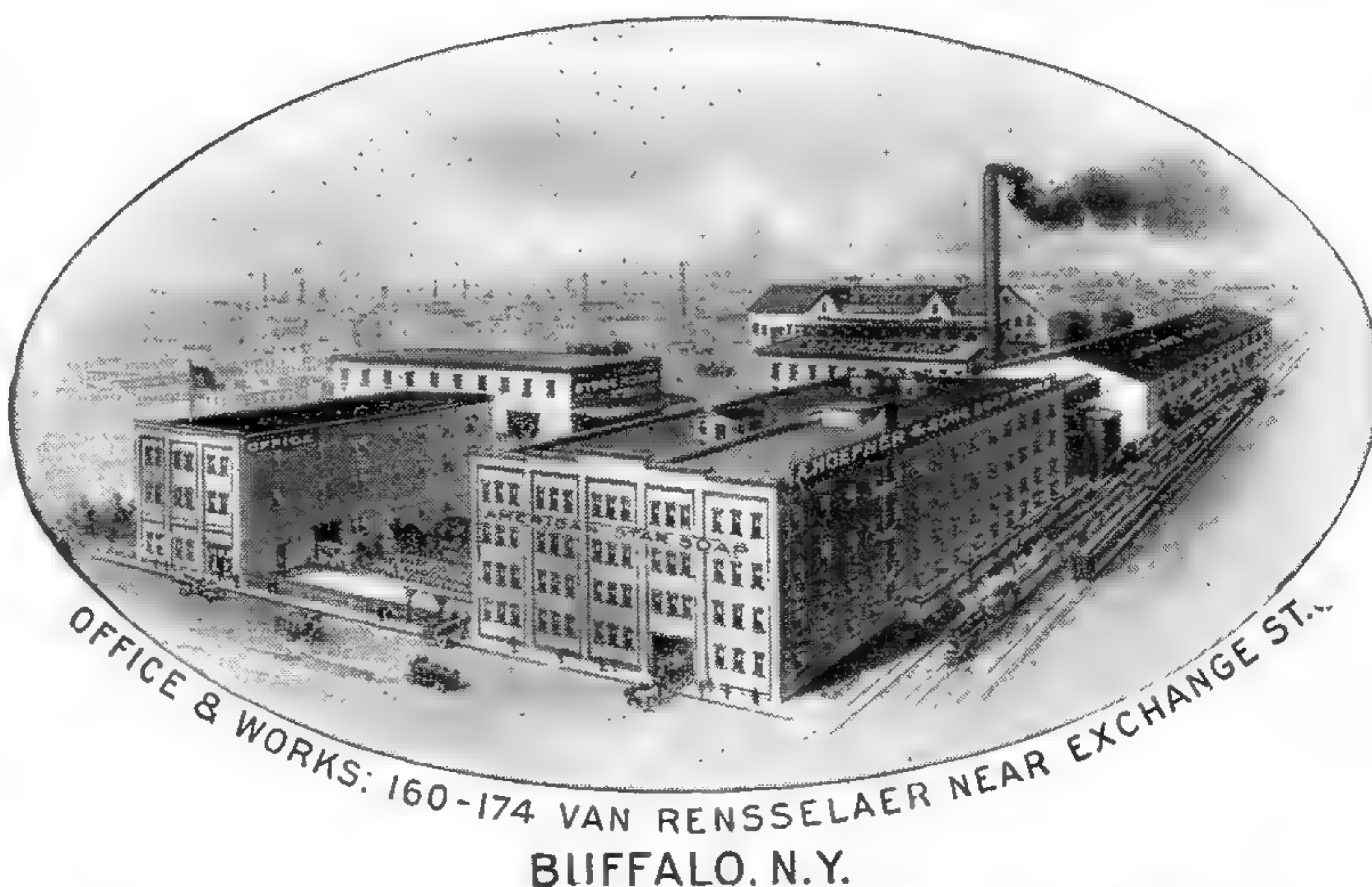
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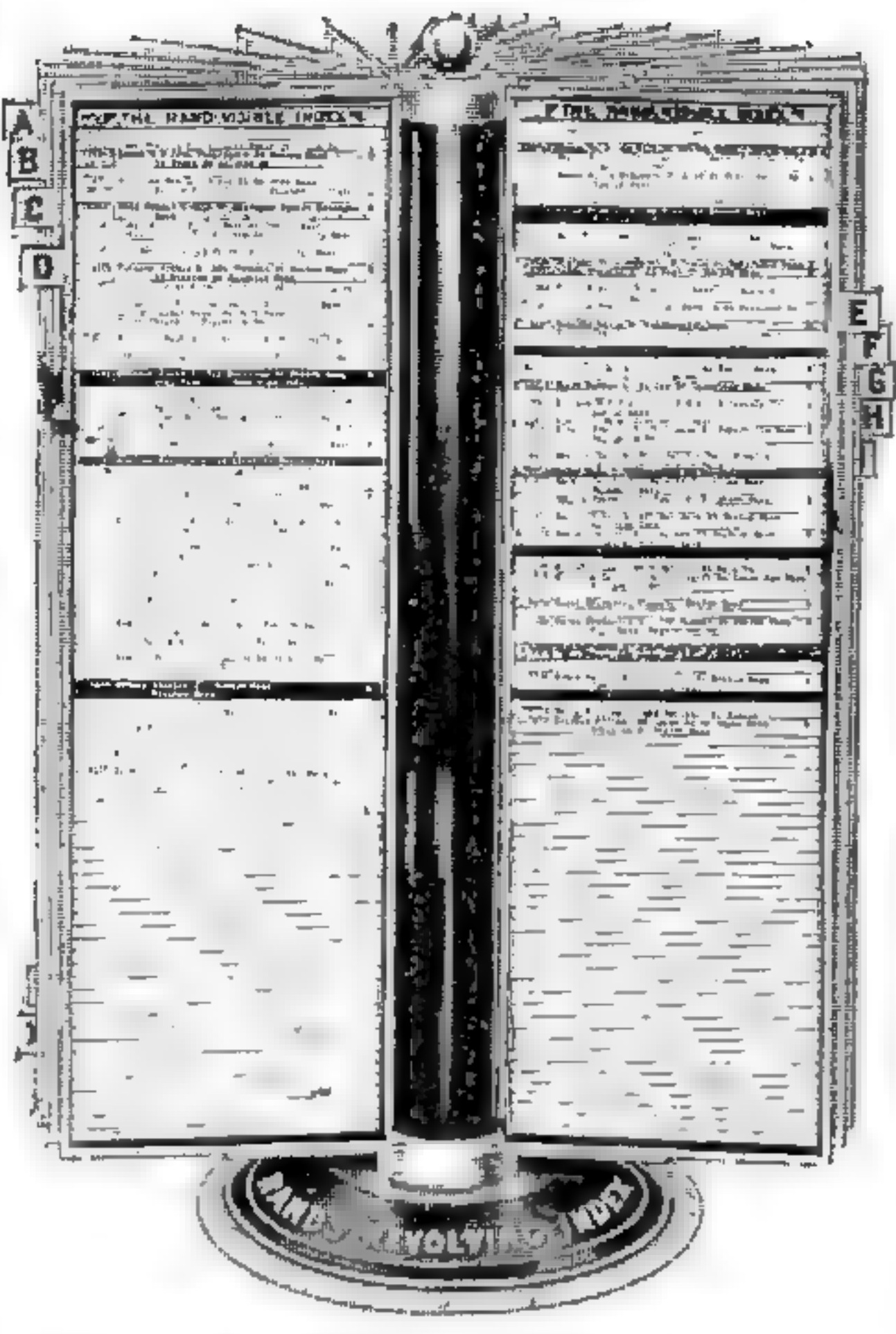




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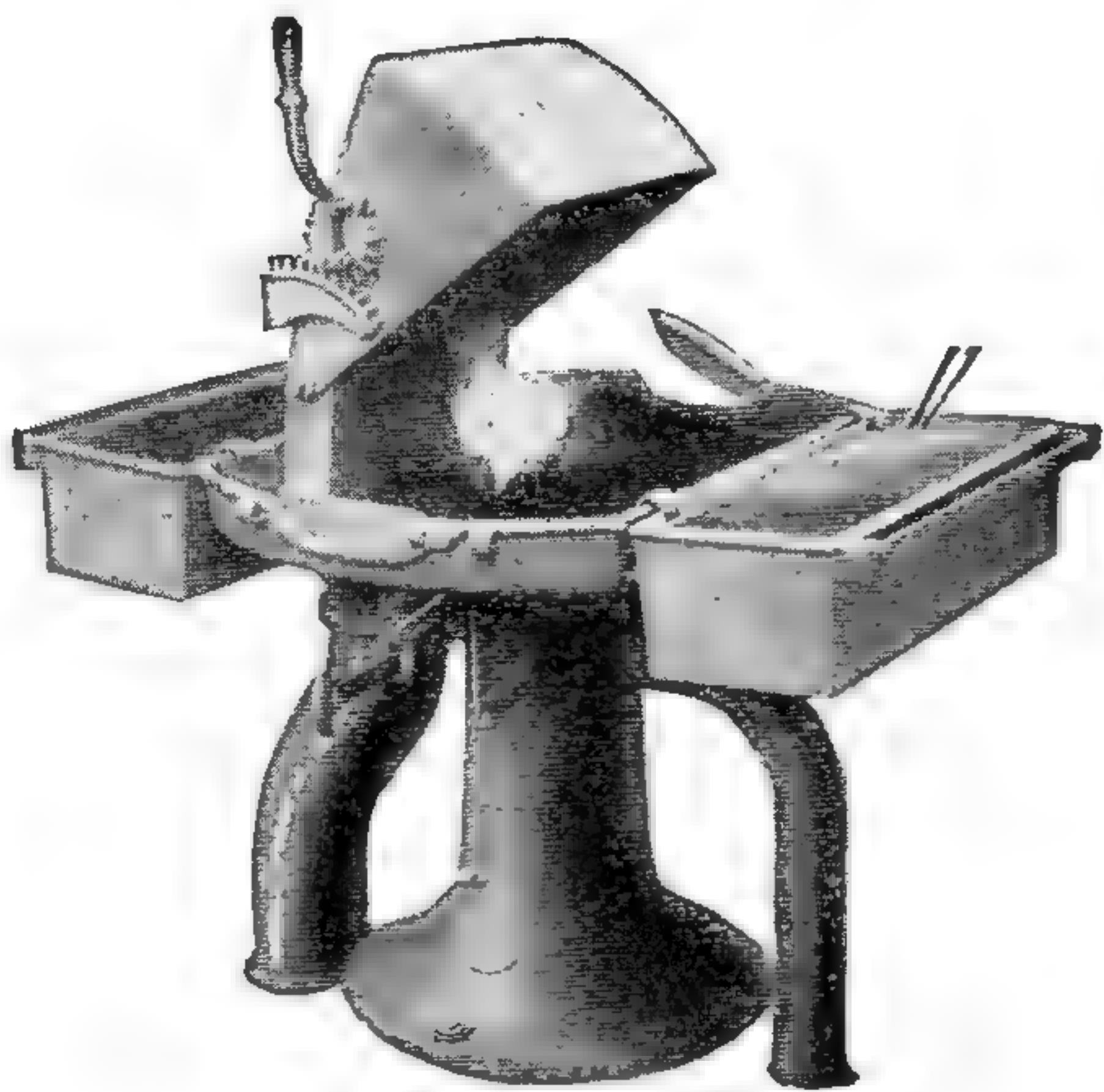
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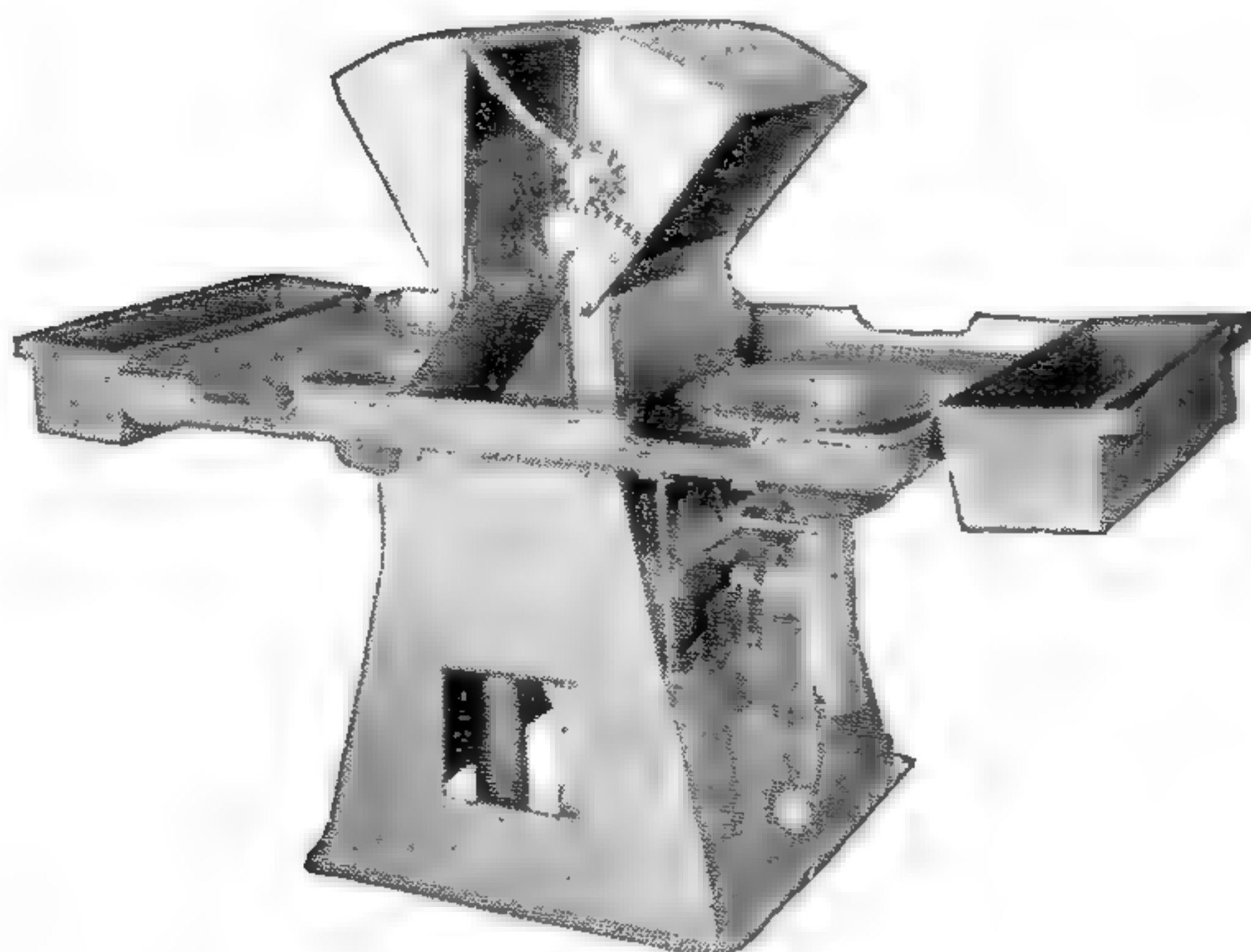
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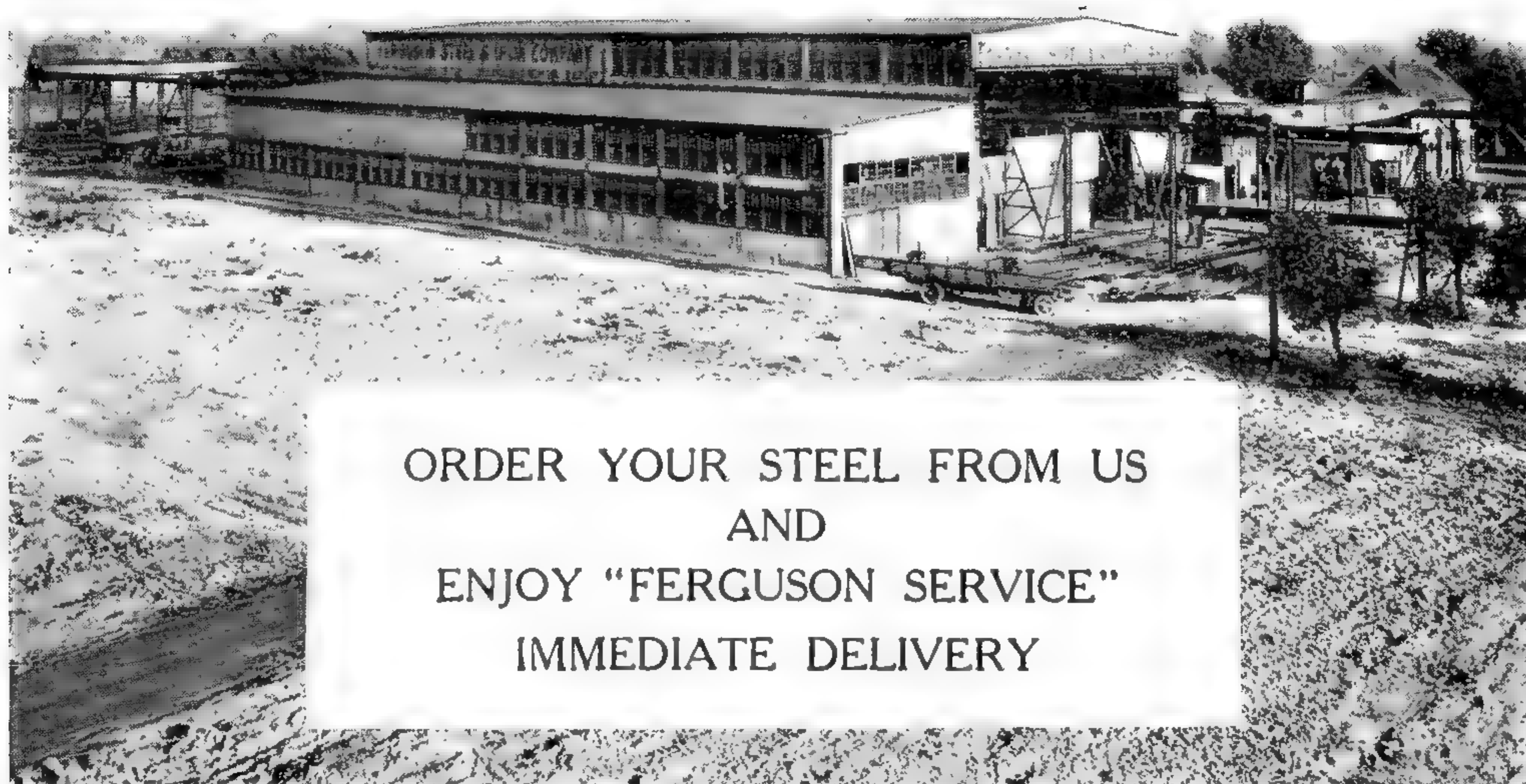
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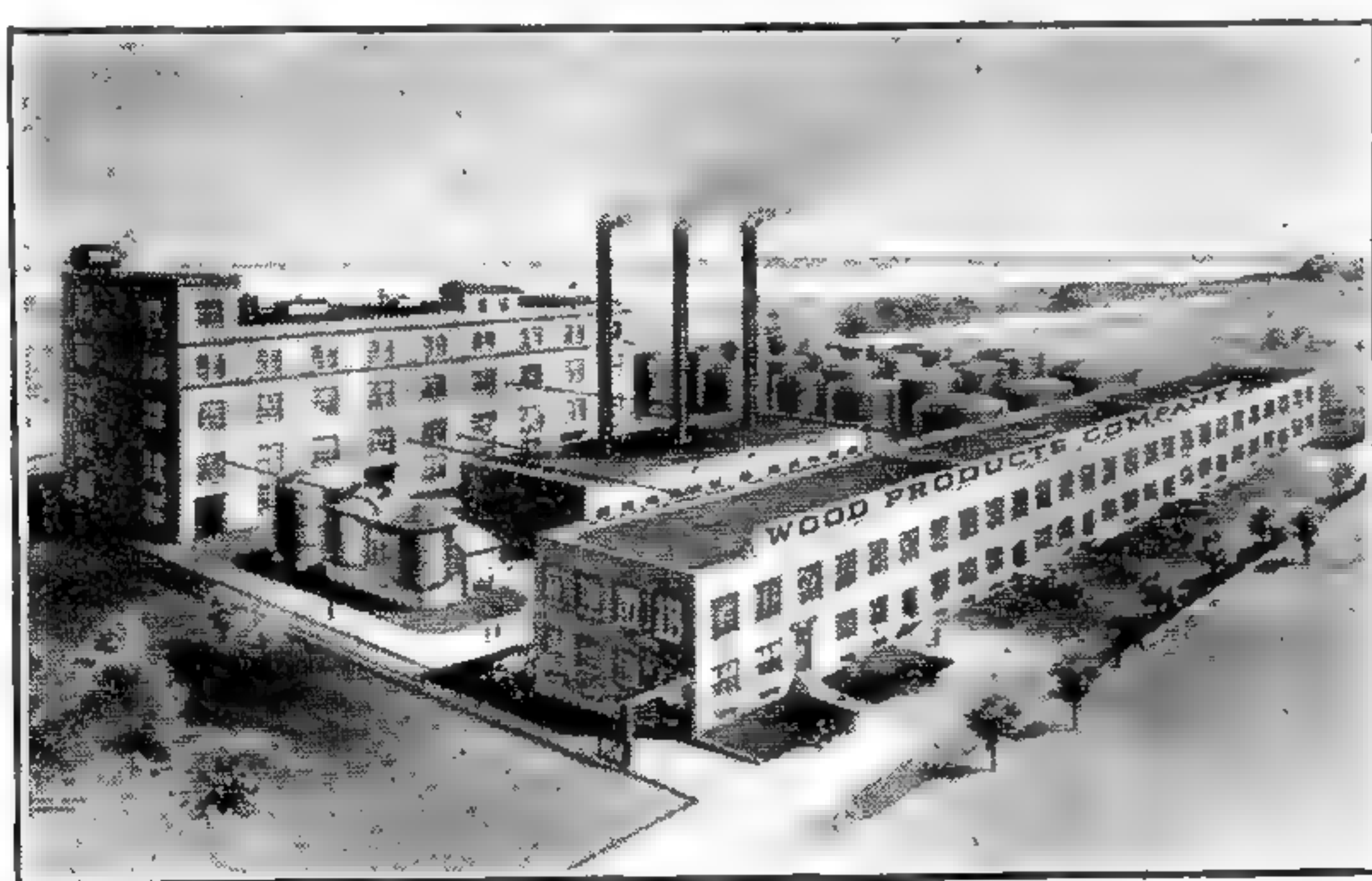


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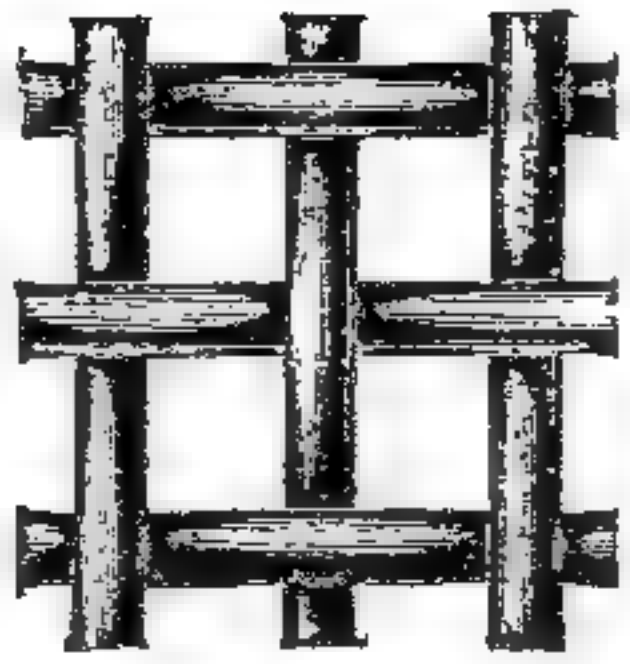


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DISPLAY ROOMS IN THE

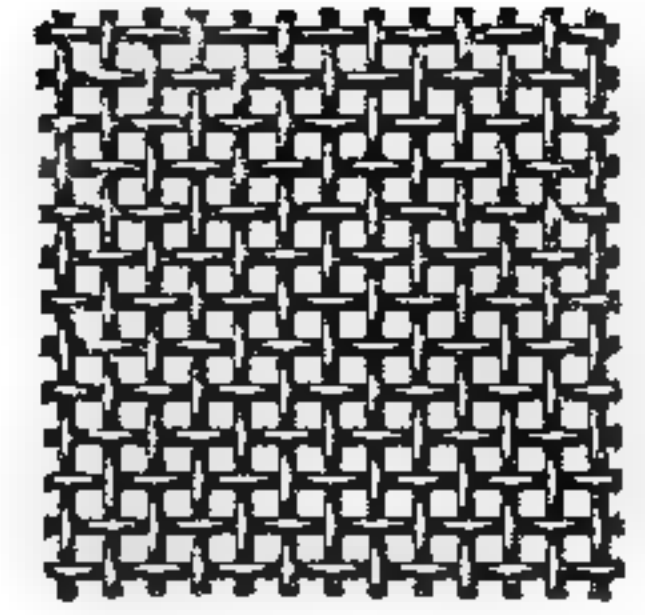
Iroquois Building, Church and Franklin Streets



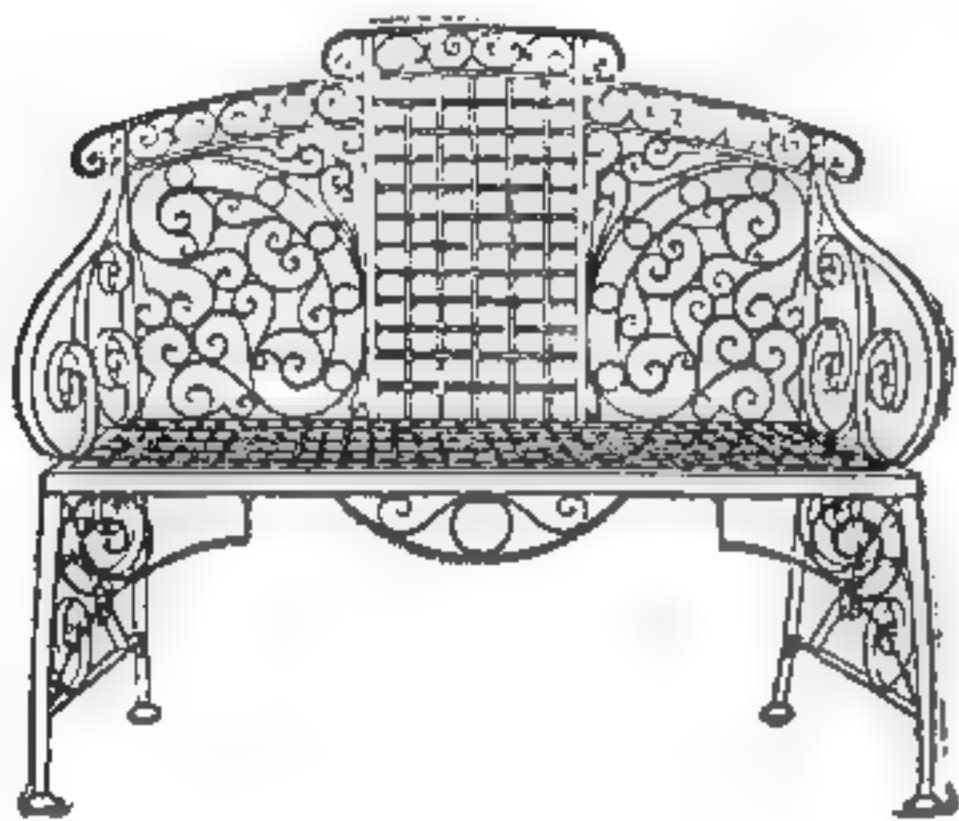


## Wire Cloth---Wire Work and Artistic Metal Work

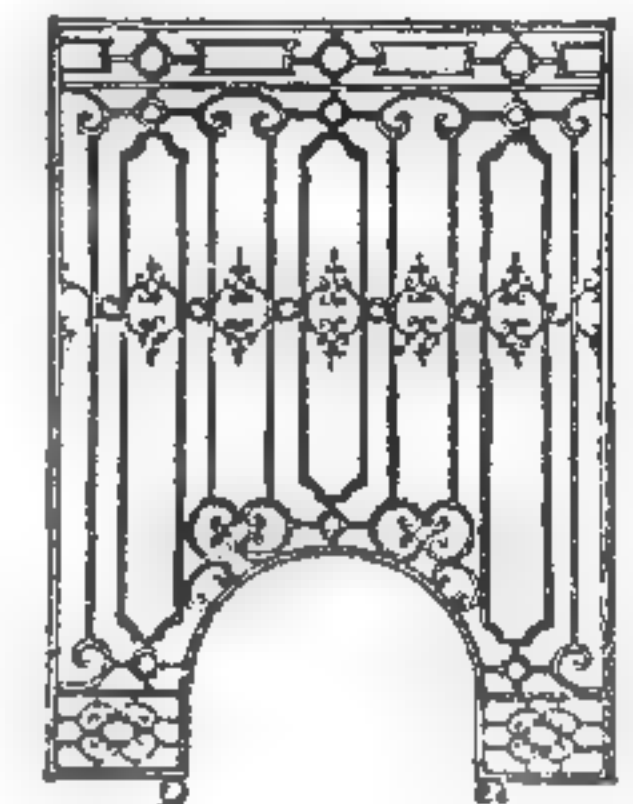
OF ALL KINDS FOR ALL PURPOSES



Our up-to-date machinery and equipment enables us to turn out Wire Cloth of all kinds and Wire Work for all purposes of the best quality and at most reasonable prices.



Our varied line consists of—Wire Cloth in Steel, Galvanized, Brass, Bronze, Copper and many other metals—Wire Window Guards, Safety Machine Guards, Belt Guards, Skylight Guards, Vine Trainers, Settees, Chairs—Wire Lockers for Factories and Gymnasiums—Tool Room Enclosures, Switchboard Enclosures—Bank Railings, Office Railings, Wickets, Grilles, etc. When in need of Wire Cloth or Wire Work be sure to call for "BUFFALO" Wire Products—they give Service and Satisfaction.



Get our Folder No. 52-F and 57-F.

**Buffalo Wire Works Co., 316 Terrace, Buffalo, N. Y.**

(Formerly Scheeler's Sons)

Five Minutes from McKinley Monument

Bell Phone, Seneca 4520

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## THERE ARE TWO SIDES TO EVERY QUESTION

**A**N EDUCATIONAL EXHIBIT of exceptional interest is being conducted at the exposition by the Buffalo Brewers' Exchange. Arguments refuting many statements issued by the enemies of licensed liquor selling are being presented by noted authorities and a motion picture exhibit of activity during the last session of the United States Brewers' Association may be seen daily. :: :: ::

Visit the Booth conducted by the Buffalo Brewers' Exchange  
and read and hear the other side of the Prohibition Question





*WE OWE*  
*SIXTY-TWO YEARS*

of continued SUCCESS and GROWTH to the fact that we have  
made and sold only the BEST in

*Heating, Sanitary and*  
*Factory Supplies*

The Most Modern Plumbing and Heating Fixtures  
are shown at our Exhibit here and  
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W. A. Case & Son Manufacturing Co.

*Offices and Show Rooms:*

31-33 Main Street, Buffalo, N. Y.



*Branches:*

BROOKLYN, N. Y.    NORRISTOWN, PA.    NASHVILLE, TENN.



# Pennsylvania Wood & Iron Co.

(INC.)

J. M. MAHER, President

## *IRON and STEEL SCRAP*

*PILING, RAILROAD TIES*

ELLICOTT SQUARE

BUFFALO, N. Y.

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## JOSEPH T. SNYDER

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To every user of the "weed" in Buffalo and 'round about this name at once suggests *Tobacco, Cigars, Cigarettes*—and coupled with all smokers' needs—prompt, painstaking, courteous *Service*. ❧

===== "PUFFS OF PRAISE" =====

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## *Bickford & Francis Belting Co.*

MANUFACTURERS OF

Oak Tanned Leather Belting

JOBBERS IN

Mill Supplies, Rubber Goods

EVERYTHING IN POWER TRANSMISSION

*See Our Exhibit F-6*



# Adam, Meldrum & Anderson Co.

(ESTABLISHED OVER 48 YEARS AGO)

CORDIALLY INVITE YOU TO VIEW  
THEIR SURPASSING

## Autumn Exposition

OF

New and Correct Suits, Dresses and Coats

FOR GIRLS, MISSES AND WOMEN

New Millinery, Blouses and Furs

New Silks and Woolen Fabrics

New Furniture, Rugs, Carpets, Draperies  
and other Interior Furnishings

ADAM, MELDRUM & ANDERSON CO.

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BEST CARS IN THE CITY

“SERVICE FIRST”

LIMOUSINES Touring Cars

NORWOOD GARAGE, 121 NORWOOD AVENUE

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A PRODUCT OF WHICH BUFFALO MAY  
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All over this republic—and in South America, Australia, South Africa, wherever poultry is raised—Buffalo is given publicity, which through

### MODEL INCUBATORS AND BROODERS

Reflects the high quality of its varied products. The several satisfying qualities of the Model products have become standards by which experienced poultry-men everywhere judge the merits of competing makes.

One of the conspicuous proofs of Model Incubator superiority lies in the fact that 100 per cent. hatches have been made in eight different states. No other incubator always has fresh air in the egg chamber.

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Right off the press—chock full of the very information you need for poultry raising; gives the experience of well-known breeders, state and government experimental stations—really valuable data. Your copy is ready—what's your name and address? Write to-day.

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AFTER 30 YEARS of technical experience in making Wood Finishing and Metal Preservative Products, Railway and Auto Finishes, Water Proof Concrete Enamels, etc., we surely can be looked to for quality and correctness in these lines. TRY AT OUR EXPENSE.

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**ZIMMERMANN  
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Anything you  
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house :: :: ::

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WE ARE SPECIALISTS IN  
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YOU MONEY IF PER-  
MITTED TO INSPECT  
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ASK US FOR LIST OF  
SATISFIED CUSTOMERS

**Richard L. Wood & Co.**

MARINE BANK BUILDING

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PHONES: Bell, Seneca 419; Federal 22-535

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Manufacturers, Importers, Jobbers

**GLASSWARE, BOTTLES AND SUPPLIES**

*of Every Description for Druggists and Liquor Dealers*

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Broadway and Fillmore Avenue  
BUFFALO, N. Y.

**Resources, \$3,200,000.00**

*Correspondence invited with those contemplating a  
change or division of their accounts*

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William Lansill, Vice-President

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Charles C. Theobald, Cashier

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## Retail Clothing Merchants of Buffalo and Vicinity—

**B**ECAUSE Clothing for Men and Young Men made in Buffalo by COHN, HIMMEL & CO., has the value, the merit and all the essential qualities of the leading popular priced lines made elsewhere, we ask for your consideration of our goods. ¶ From Coast to Coast, Border to Border, live wire retail merchants sell our clothing profitably and satisfactorily. ¶ Clothing of pronounced success,—top notch service—At once deliveries are to be had in Buffalo from

# COHN, HIMMEL & CO.

*Clothes for Men and Young Men*

MAIN STREET - - - - - BUFFALO, N. Y.



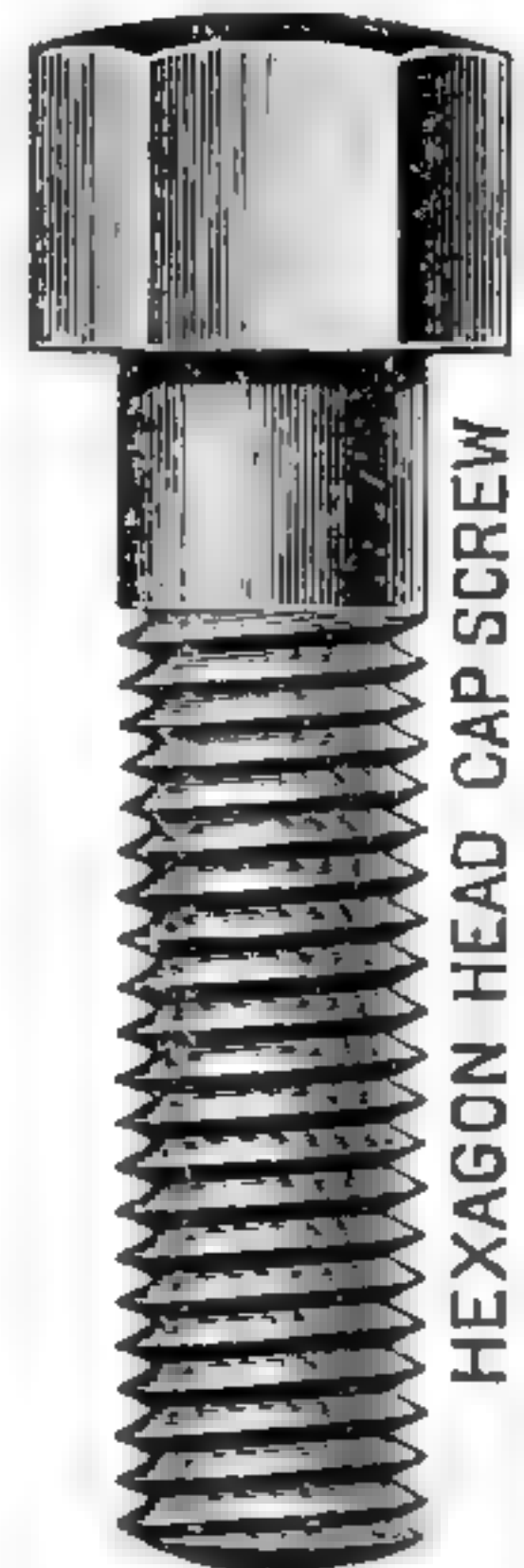
S. A. E. BOLT

## MILLED SET AND CAP SCREWS

WITH CUT THREAD

Facilities for doing all kinds of STANDARD and SPECIAL SCREW MACHINE WORK. Estimates furnished from samples or drawings. Send for catalog :: :: :: ::

CURTISS SCREW WORKS, 17 GULL STREET,  
(Near Niagara and Ferry Streets)



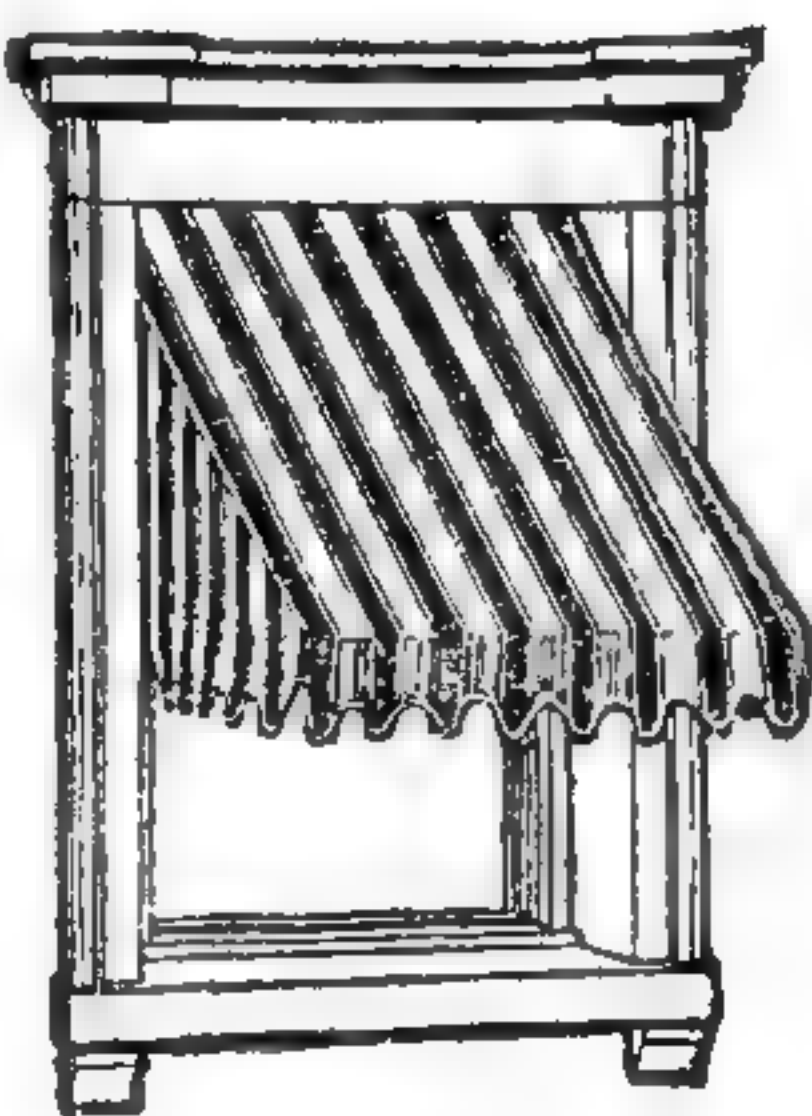
## THE JONES IRON WORKS

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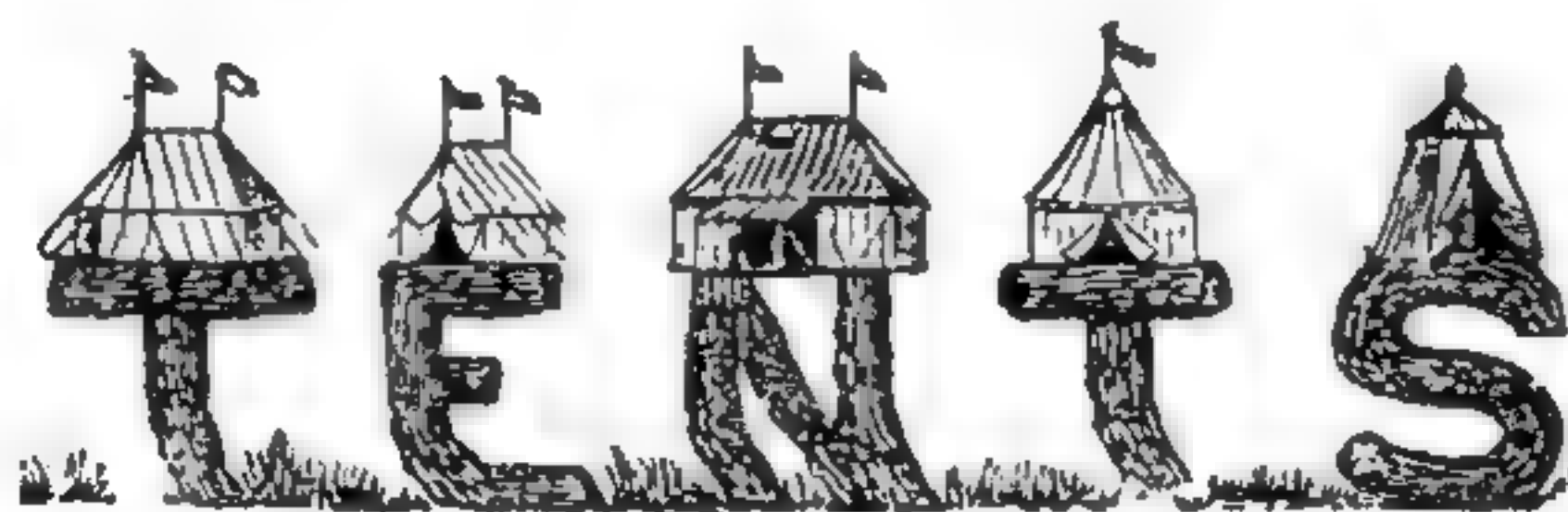
*Manufacturers of*

Ornamental Grille Doors, Marquises, Wrought Grilles, Iron Stairs, Fire Escapes, Balcony Railings, Beams, Columns, Iron Fronts — every description of Iron Work for Building Purposes.

Office and Works - - 308 to 314 TERRACE



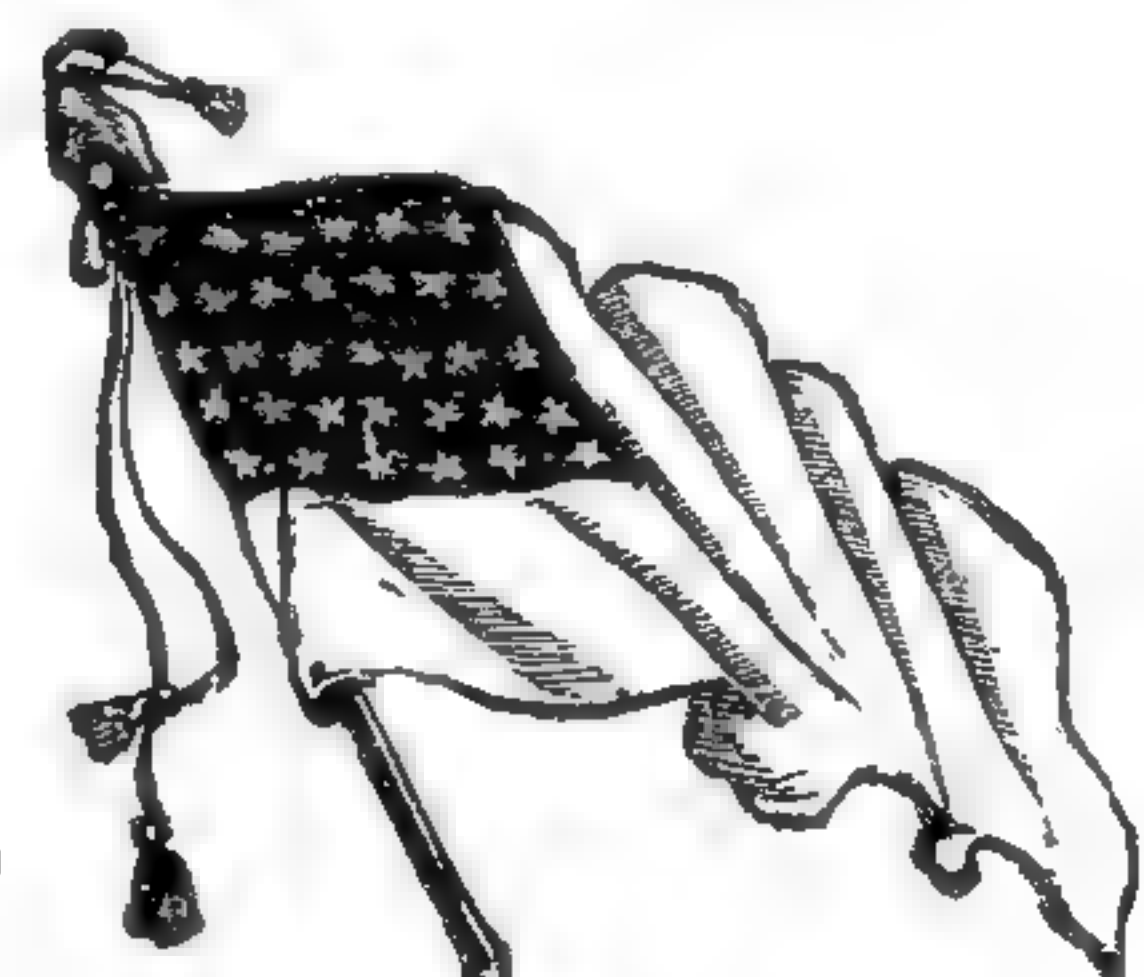
CANOPIES  
FLOOR CRASH  
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**Century-Elliott Co.**  
*Awnings of Quality*

*Tents, Hammocks and Camp Equipments*

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*Letters are clear and brilliant at night.*

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Depository for STATE, COUNTY and CITY FUNDS

**RESOURCES: — Over \$5,500,000.00**

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NORMAN A. MACDONALD, Cashier

ROBERT C. GAUPP, Ass't Cashier

LEO B. SEITZ, Ass't Cashier



# Manufacturers & Traders National Bank, Buffalo, N. Y.

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Capital, \$1,000,000.00

Surplus and Profits, \$1,600,000.00

Resources, \$30,000,000.00

## *Officers*

ROBERT L. FRYER, President

HARRY T. RAMSDELL, Cashier

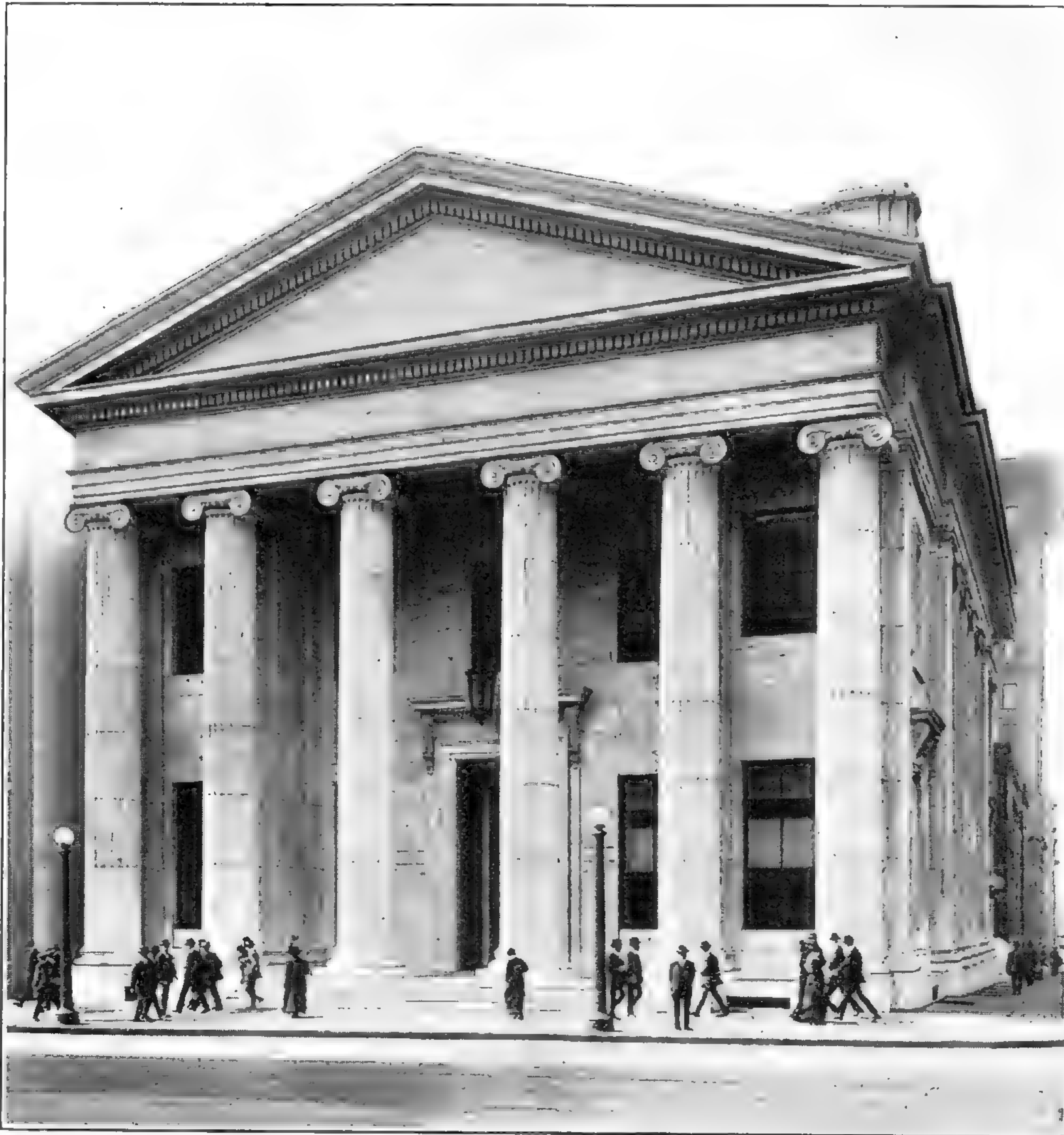
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SAMUEL ELLIS, Asst. Cashier

FRANKLIN D. LOCKE, Vice-President

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E. W. KUHN, Asst. Cashier



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**F**OR two generations this Institution has had a steady and conservative growth, enjoying to the fullest extent the confidence and good will of the Citizens of Buffalo. ¶ Its reputation, resources and facilities are at your service.



# *Buffalo's Industrial Future And the Automatic Telephone Are Inseparably Linked*

¶ One great achievement depends very largely upon the serviceability of the other, its use by the business men and its intelligent application to daily business. ¶ But more important than this is the fact that the Automatic Telephone is controlled by the home company—the company that is keeping rates down to where Buffalo Business Men can have modern facilities at a reasonable figure. ¶ Ask any live Buffalo Business Man how important the Federal Automatic system is to Buffalo and he will tell you. ¶ Visit the Federal exhibit during your stay here; learn all about the world's newest telephony. :: :: ::

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KLINCK'S Daisy Lard is the purest and best in the World.  
KLINCK'S "National" Brand Hams are superior to all others.

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KLINCK'S "National" Brand Shoulders are excellent.

KLINCK'S "National" Brand California and Picnic Hams have the best reputation.

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Phone Bell, Howard 1049



Phone Federal 22-133

# STERLING OIL COMPANY

REFINERS AND MARKETERS OF

## Pure Pennsylvania Products

Gasoline, Kerosene, Naptha, Motor Oils, Light, Medium, Heavy and Extra Heavy, Steam Cylinder Oil for all conditions. High Fire Test. Engine and Machine Oils of all descriptions, Core Oil, Screw and Thread Cutting Oils.

GENERAL OFFICE AND WORKS:

SWAN STREET AND NEW YORK CENTRAL TRACKS

### **"BUFLOKAST" CASTINGS**

"Buflokast" stands for laboratory controlled foundry methods. With unsurpassed foundry facilities, chemical and physical testing laboratories and a model organization of experienced and scientific metallurgists, we are able to produce on any scale the metals which laboratory research and manufacturing experience have shown to be the best suited for any particular purpose.

Gray Iron, Semi-Steel, Air Furnace Castings any  
Size—Machined or in the Rough.

### **"BUFLOVAK" VACUUM DRYERS**

"Buflovak" Apparatus presents an economical, safe, and positive means for drying all classes of materials. The extremely low temperature at which "Buflovak" dryers operate permits the economical drying of many materials which would otherwise require several days or weeks. "Buflovak" dryers also improve the quality and reduce manufacturing costs. Catalog on request.

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"Bell" Hammers represent the highest attainment in steam hammer design and construction. They are noted for their long service and low operating and maintenance cost. Built in five distinct types and in many sizes.

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## Buffalo Foundry and Machine Co.

E. FERRY ST. and FILLMORE AVE.

BUFFALO, N. Y.



WHEN you order your next pair of  
Gloves, whether for Auto, Dress  
or Work, tell your dealer you want

**"NEVIN'S  
GLOVES"**



MANUFACTURED BY

Nevin Glove Company  
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**BAGS and BURLAP**

Howard and Stetson Streets

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Packers and Importers of

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Consulting  
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*Look over our work at this Show*

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Exposition Booth Builder  
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*Booths and Decorations for Food Fairs, Dairy  
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*Halls Decorated for All Occasions  
Uniform Shows Designed and Built*

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OF NEW YORK

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*We Specialize in Small Accurate*

**Drop Forgings and  
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*Niagara Quality*  
LUBRICATING OILS  
GREASES, GASOLINE



# Emery Manufacturing Company

(LEWIS EMERY, Jr., Proprietor)

BRADFORD, PA.

Producers, Refiners and Transporters of Bradford, Pa. Crude Oil

*We Manufacture*

Emco Automobile Cylinder Oils  
Gasoline :: Illuminating Oil  
Lubricating Oils of Every Description  
Paraffine Wax

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## *American Alkali & Acid Co.*

LEWIS EMERY, Jr., President

C. E. McCAFFERTY, Secretary and Treasurer

BRADFORD, PA.

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*"MADE IN AMERICA"*

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Oxalic Acid	Sodium Oxalate
Potassium Bin Oxalate	Lactic Acid
Potassium Oxalate	Sulphuric Acid
Ammonium Bin Oxalate	Hydrated Potassium Carbonate
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*THE ONLY PLANT OF ITS KIND IN AMERICA*

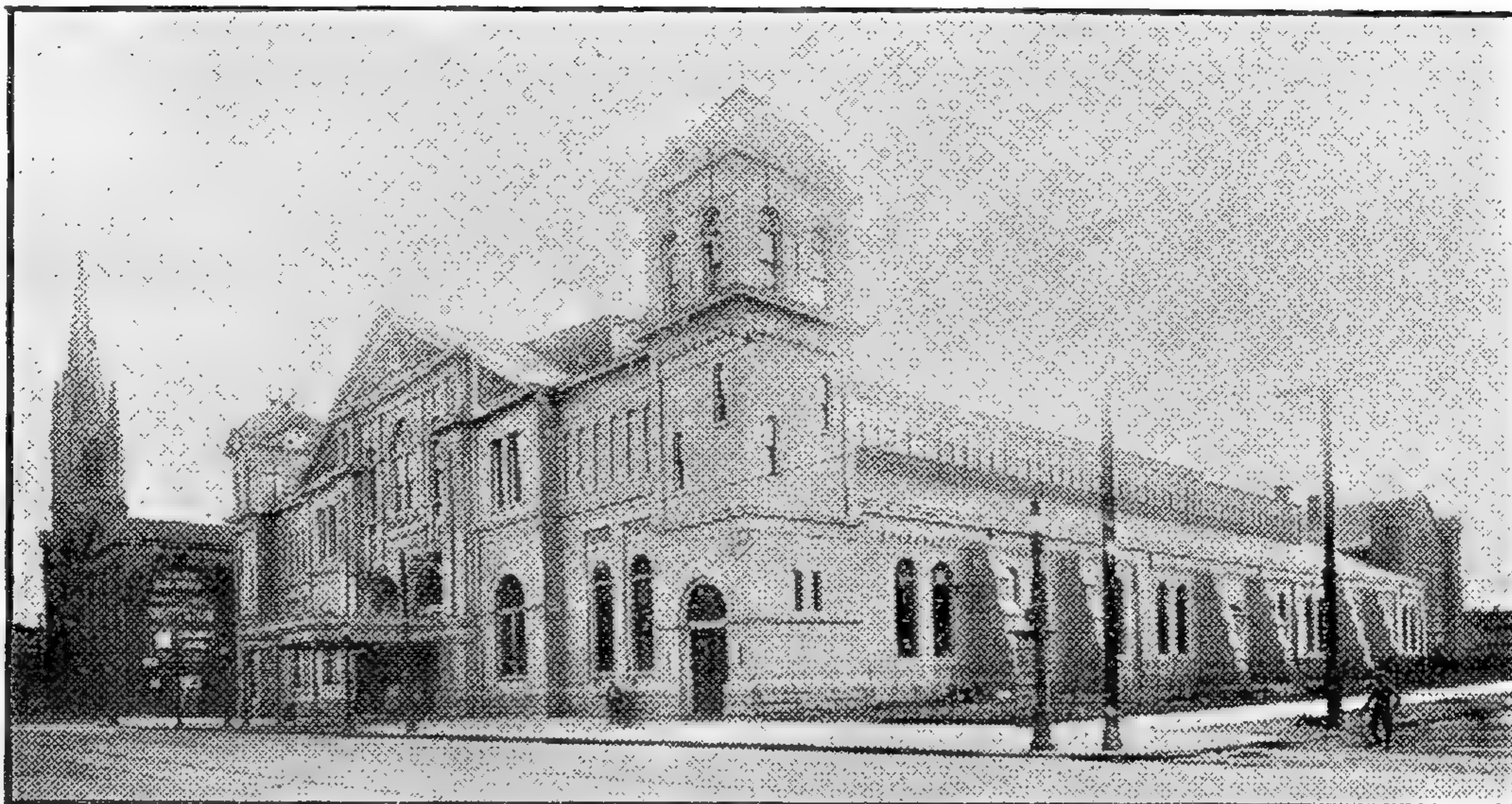


¶ The H. A. Meldrum Co.'s  
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Business Corporations not engaged  
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BROADWAY AUDITORIUM REMODELLED BY

**WILLIAM F. FELTON**

MASON WORK  
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FIRE PROOFING  
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OFFICE: 1450 MICHIGAN AVENUE

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SAVE  
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GIVEN FREE WITH EVERY CASH PURCHASE OF  
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BOTTLED BEER, ALE or PORTER  
SAVE THEM—THEY'RE VALUABLE



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BUFFALO - MADE

# *Bird Cages* — *AND* — *Refrigerators*



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J. W. POHLMANN, President and Treasurer

**J. W. Pohlmann Foundry Co.**

Manufacturers of

LIGHT AND MEDIUM

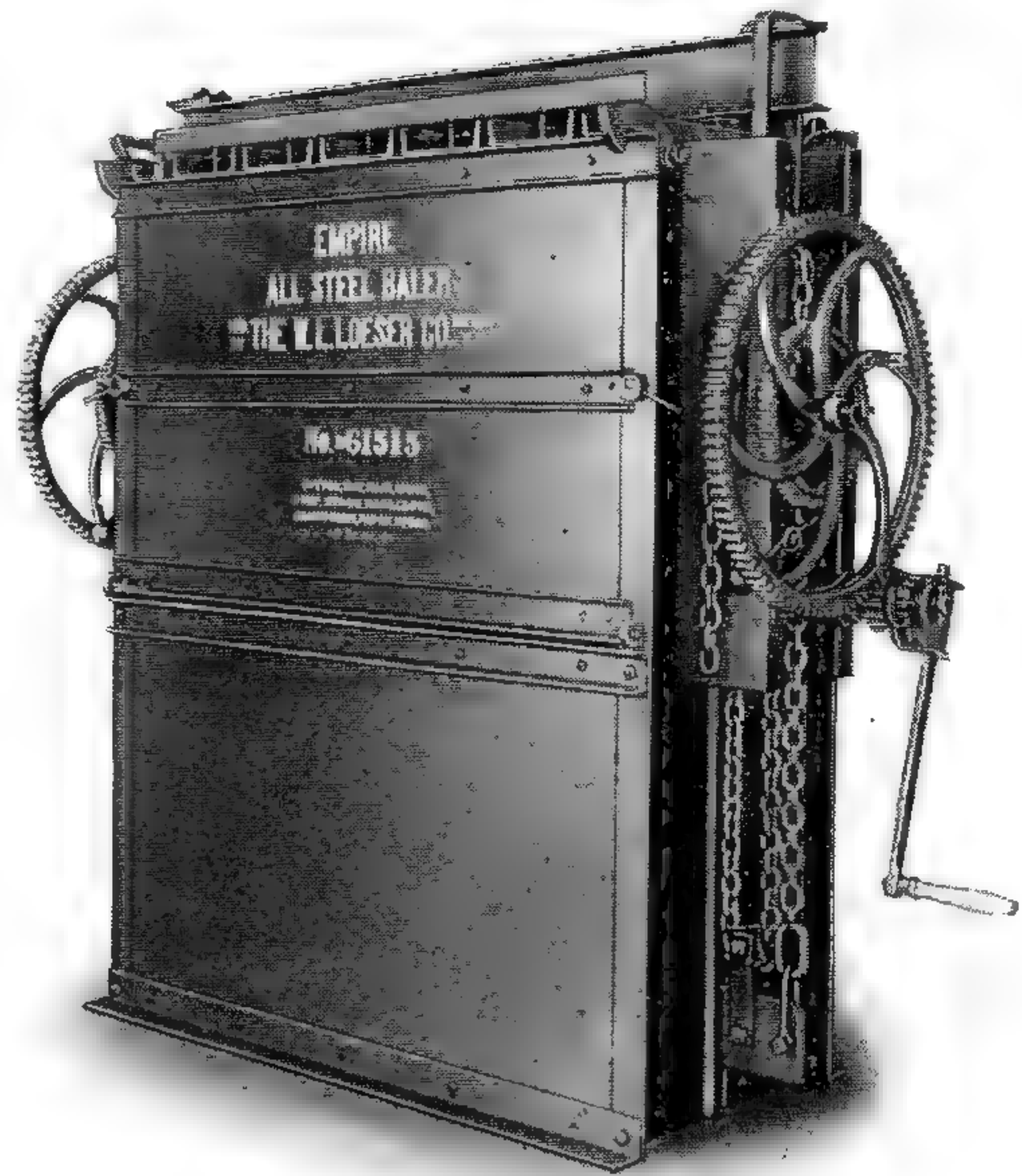
**GRAY IRON**  
**CASTINGS**



205-227 Baitz Avenue

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## **EMPIRE BALING PRESSES** HAND AND POWER



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**The W. L. LOESER CO.,** BUFFALO, N. Y.

**WE SELL WIPING RAGS**  
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**Gypsum Products**

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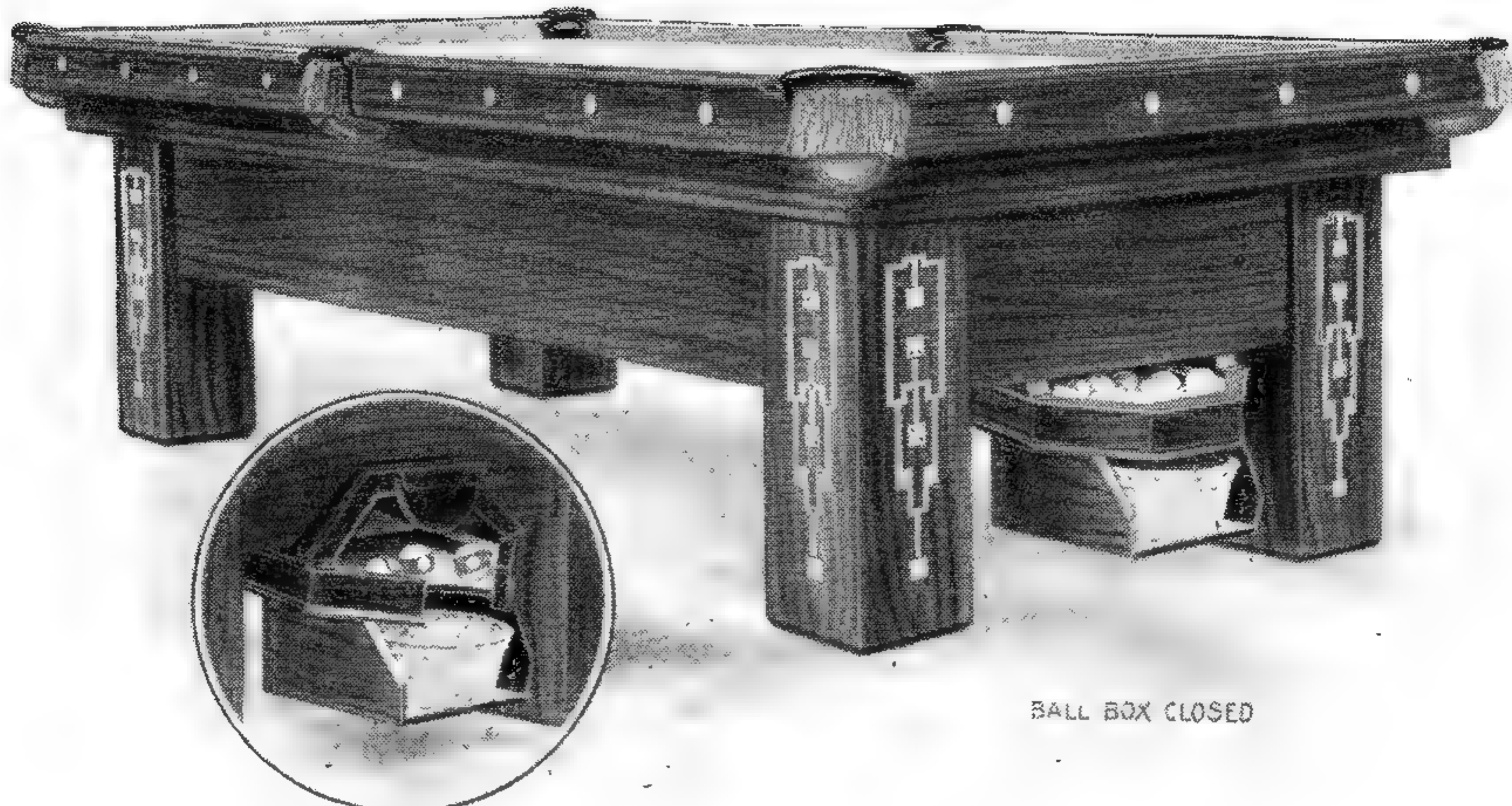
Office: 597 Michigan Avenue  
BUFFALO, N. Y.

MILLS:

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BALL BOX OPENED

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*Carom and Pocket Billiard Tables and Supplies*  
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LARGEST FACTORY IN  
NEW YORK STATE

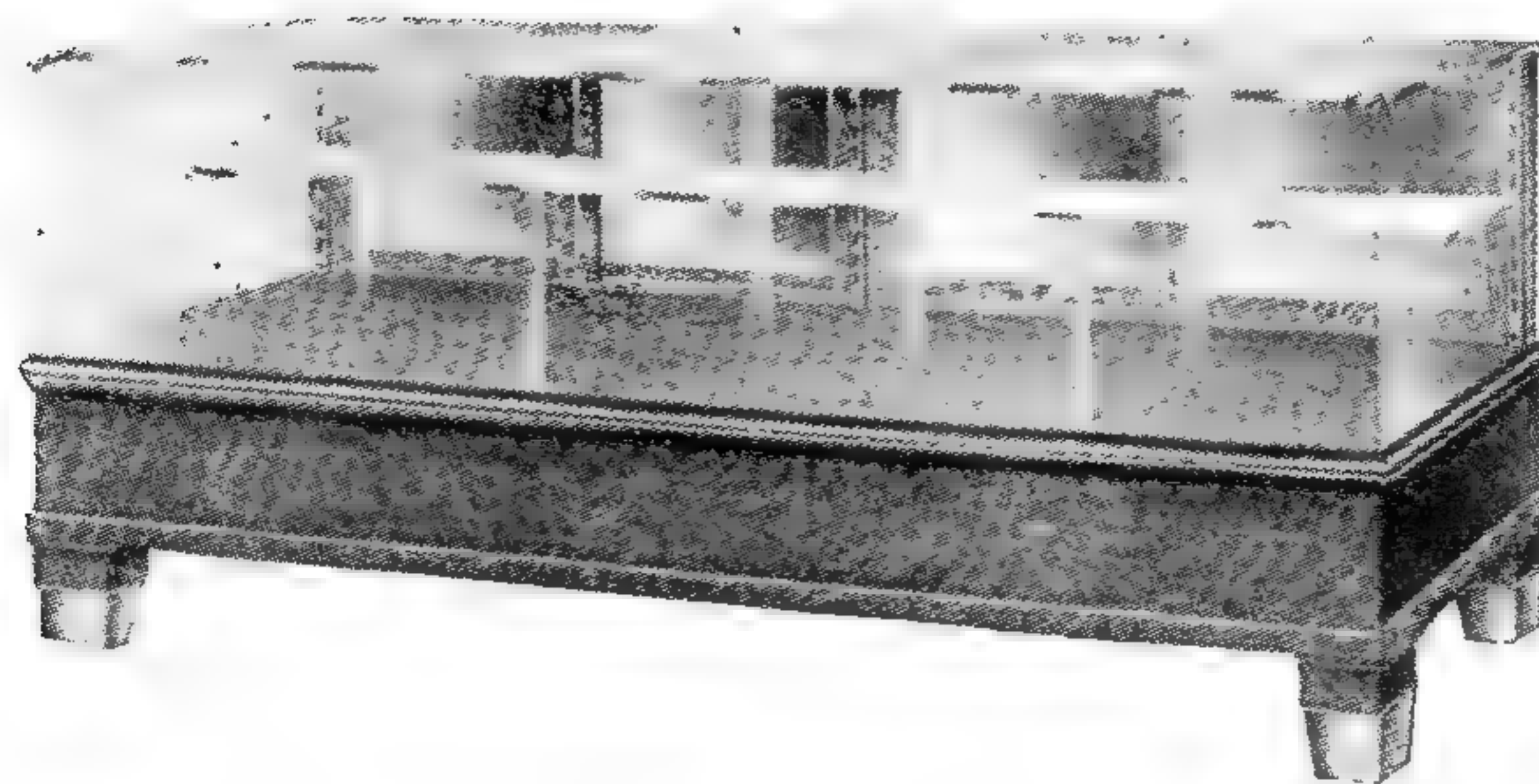
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## Buffalo Store Fixture Co., Inc.

MANUFACTURERS OF

STORE FIXTURES FOR ANY  
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MADE IN BUFFALO

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BUFFALO, N. Y.



*EARTH and ROCK  
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work of all kinds*

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**General Contractor**

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BUFFALO, N. Y.

*REINFORCED  
CONCRETE*

*PAVEMENTS*

*RETAINING  
WALLS*

*ABUTMENTS, etc.*

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930 Marine Bank Building

*ALL BRANCHES OF FIRE INSURANCE*

AUTOMOBILE — Fire, Theft, Collision and Property Damage

*LIABILITY, ACCIDENT, BURGLARY, STEAM BOILER, FLY WHEEL, SPRINKLER  
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WE OPERATE A HIGHLY ORGANIZED DEPARTMENT IN EACH CLASS

THIS SPACE IS TAKEN

BY A

**BUFFALO COMMERCIAL HOUSE**

Whose business does not need Advertising

BUT IT BELIEVES IN CO-OPERATION  
AND THE PURPOSES FOR WHICH

The Buffalo Industrial Exposition  
IS GIVEN

S. M. ARNOLD CO., Inc., 5c and 10c STORE

## STRONG STEEL FOUNDRY COMPANY

*Manufacturers of*

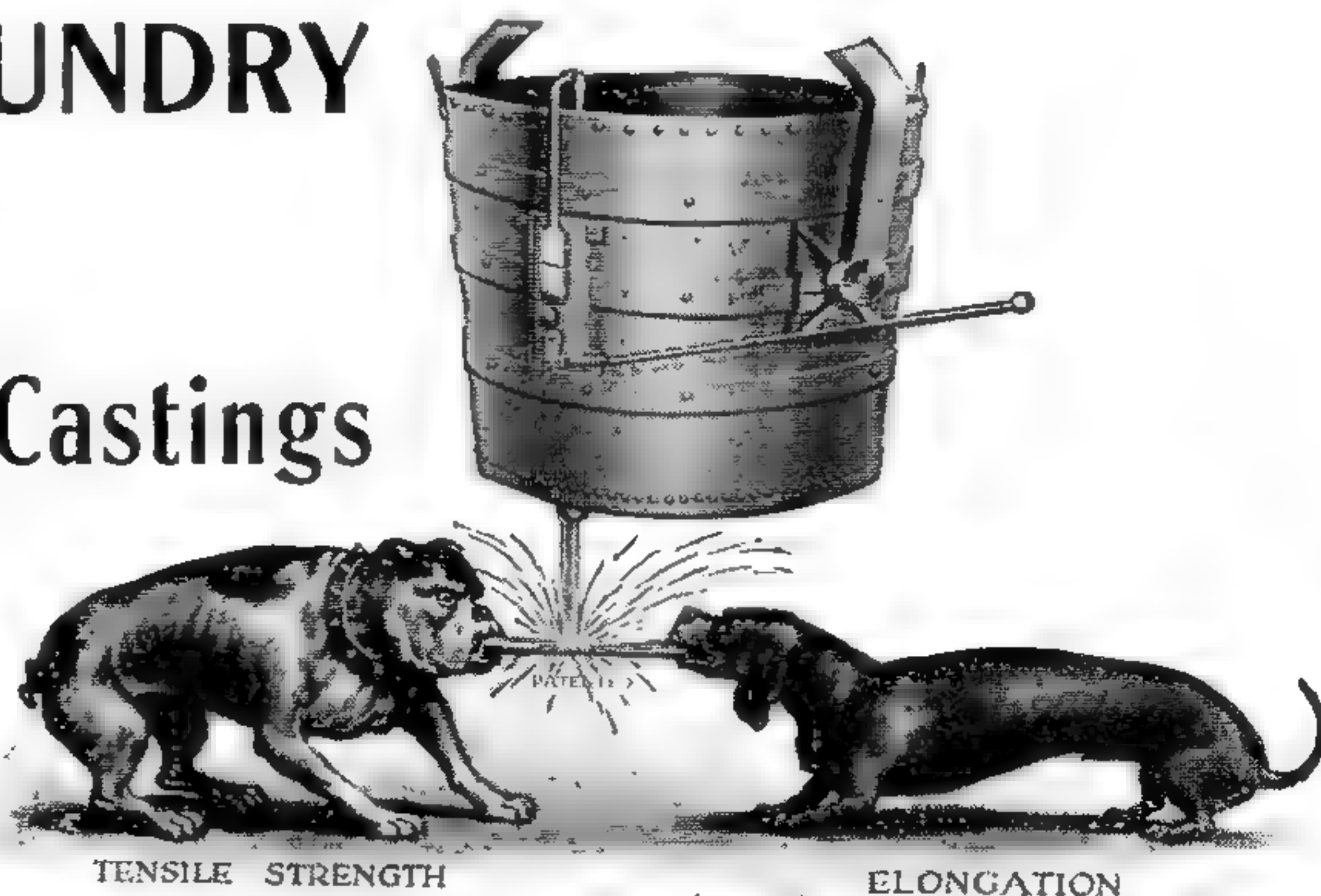
**Acid Open Hearth Steel Castings**

Also MANGANESE STEEL CASTINGS

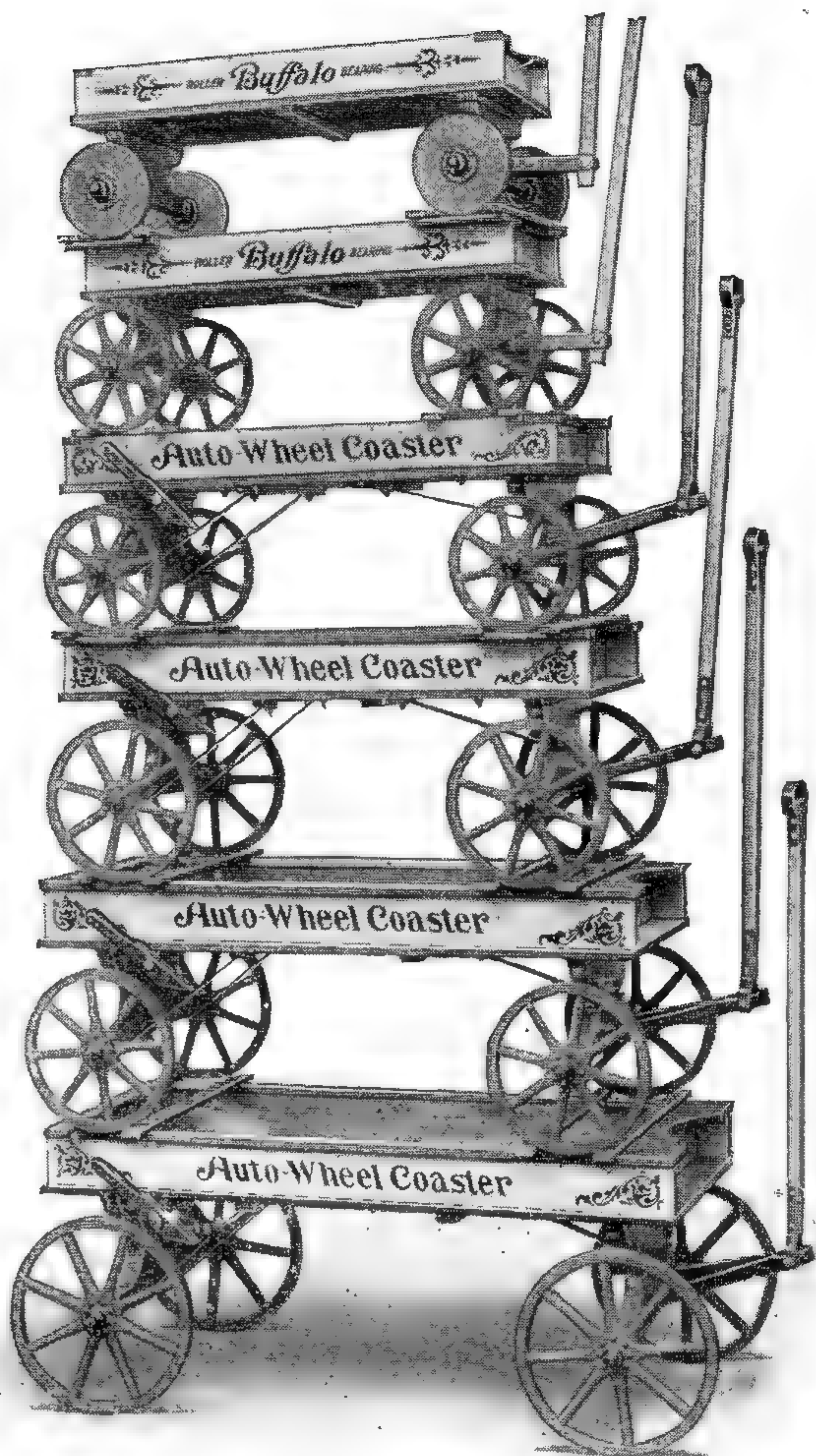
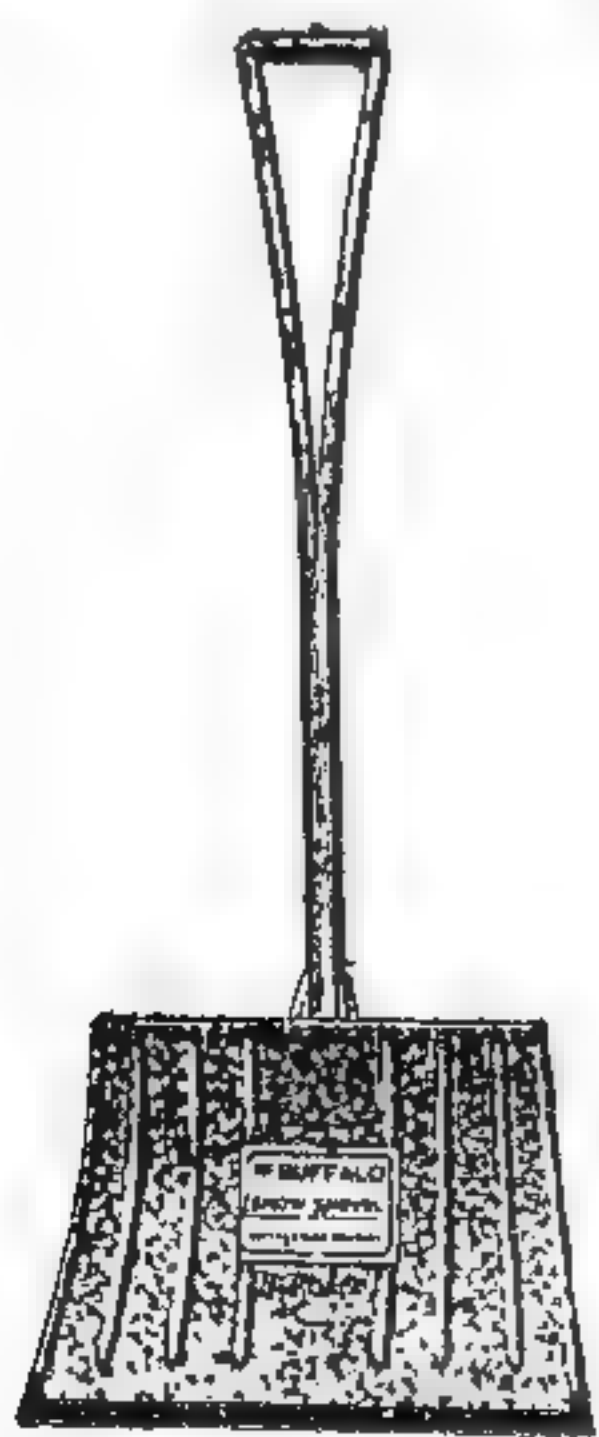
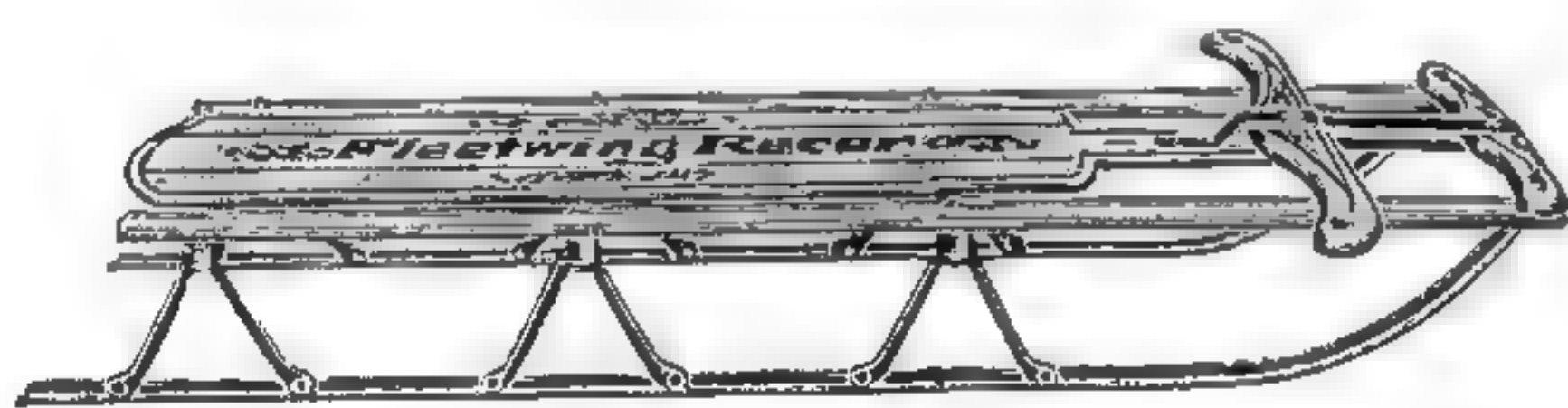
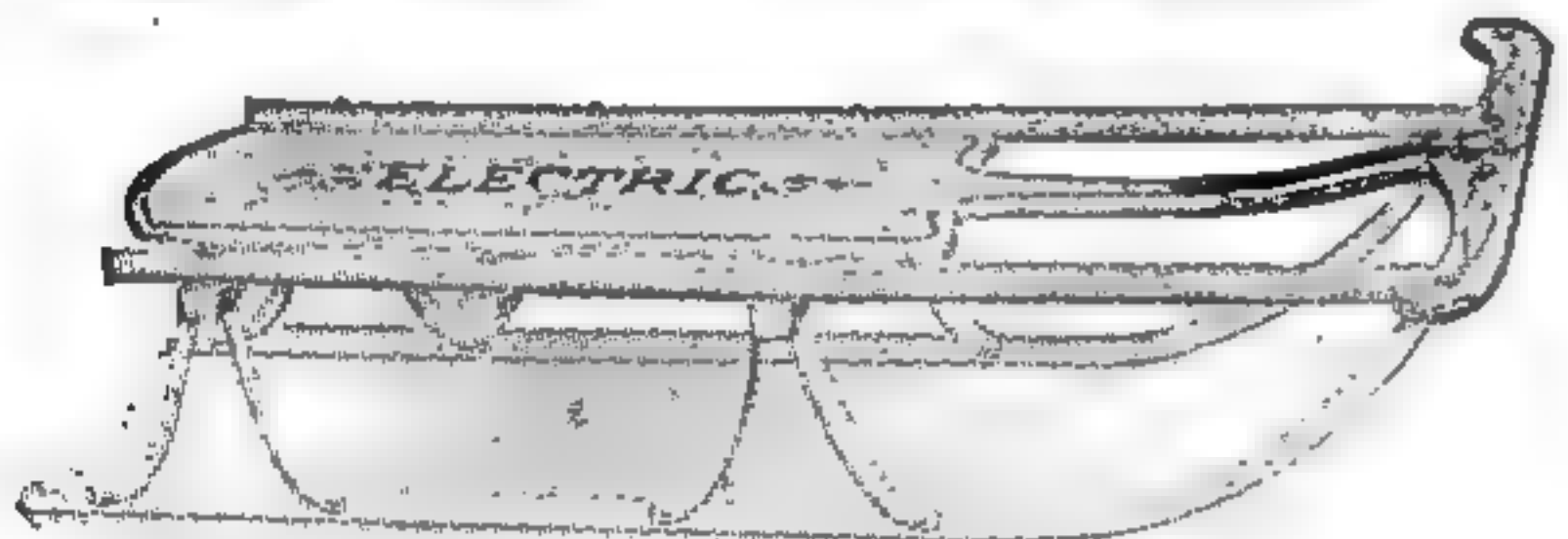
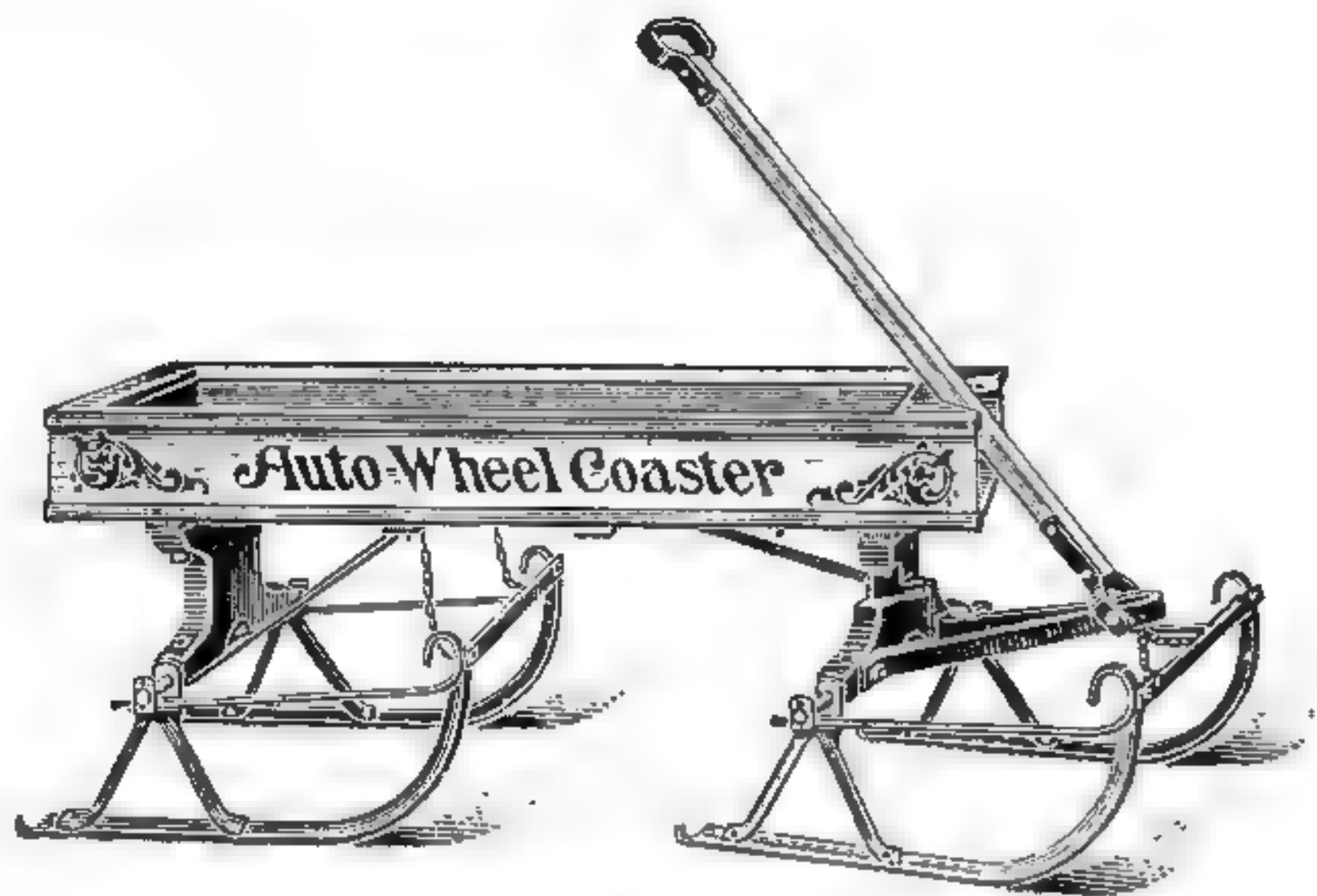
*Office and Works*

NORRIS and HERTEL AVENUES

BUFFALO, N. Y.







*WHEN buying insist on getting  
goods as shown above and you  
will absolutely get the best : :*

**THE BUFFALO SLED CO.**

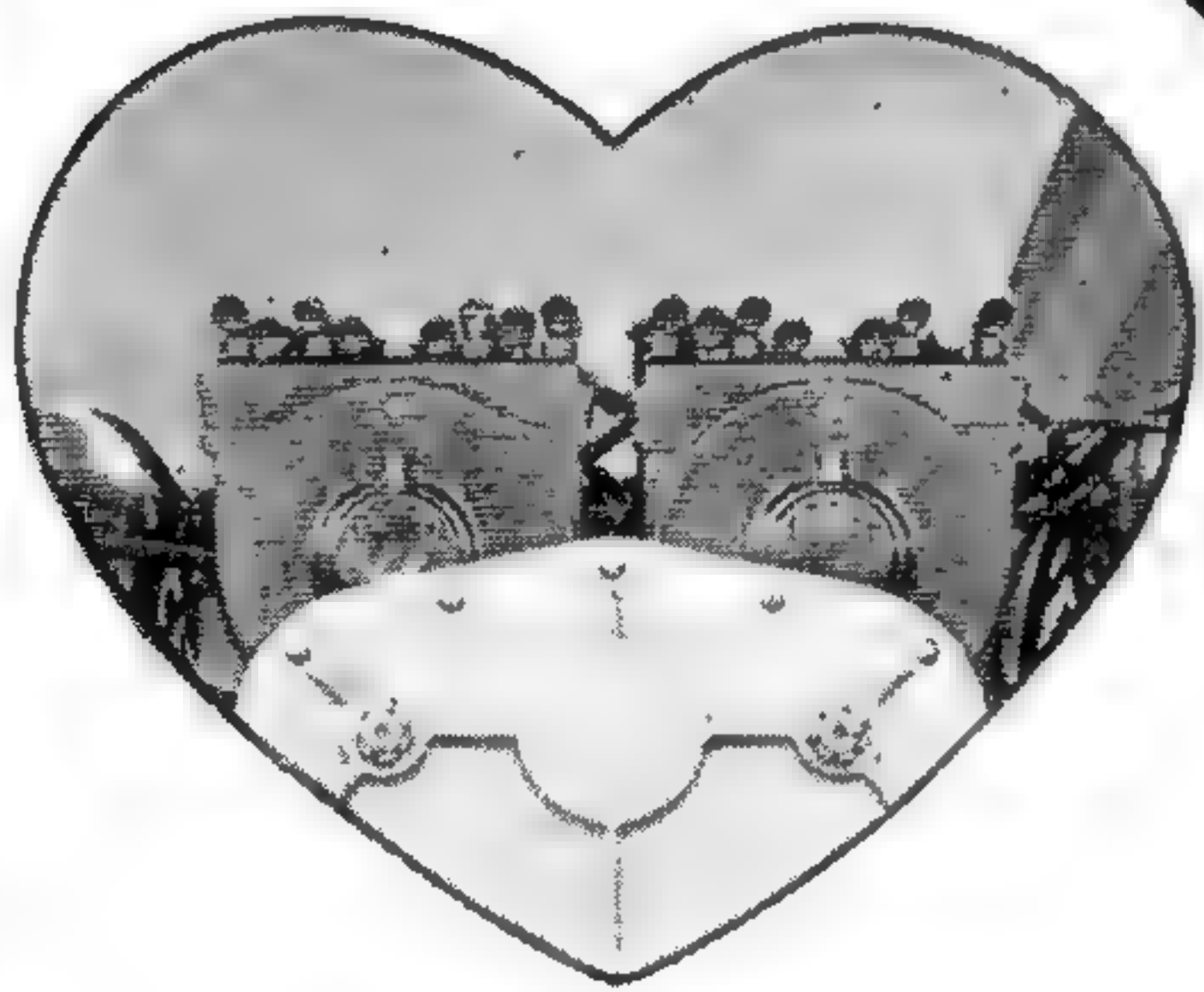
NORTH TONAWANDA, N. Y.

Canadian Factory :  
PRESTON, ONT.

New York Office :  
155 CHAMBERS STREET



When this Buffalo-Made Curtiss Biplane  
smashed American Altitude Records, it had  
as the heart of its ignition, the Buffalo-Made  
**Berling Magneto**



Its Reliability has been proved on thousands of  
Motor-Cycles, Motor Trucks and Autos, as well as on  
the Best Aeroplanes off the Earth.

ERICSSON MFG. CO. MILITARY ROAD, BUFFALO.

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ALL LINES USED BY  
THE BUILDING TRADES

CARRARA GLASS WIRE GLASS  
MIRRORS BENT GLASS  
POLISHED and ROUGH PLATE GLASS  
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GENERAL DISTRIBUTORS OF  
*Patton's Sun Proof Paints, Pitcairn  
Aged Varnishes and of Rennous,  
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*Write to us about any and all makes of Store  
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Glass Co.**

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*Bituminous  
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J. R. BARNETT  
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*Clean Towels*

BRANCH: ELLICOTT SQUARE



OUT-DOOR BUFFALO

**Thos. Cusack Company**

"We Mould  
the Minds  
of Millions"

# SIGNS

Bulletin, Wall and  
Electric Signs

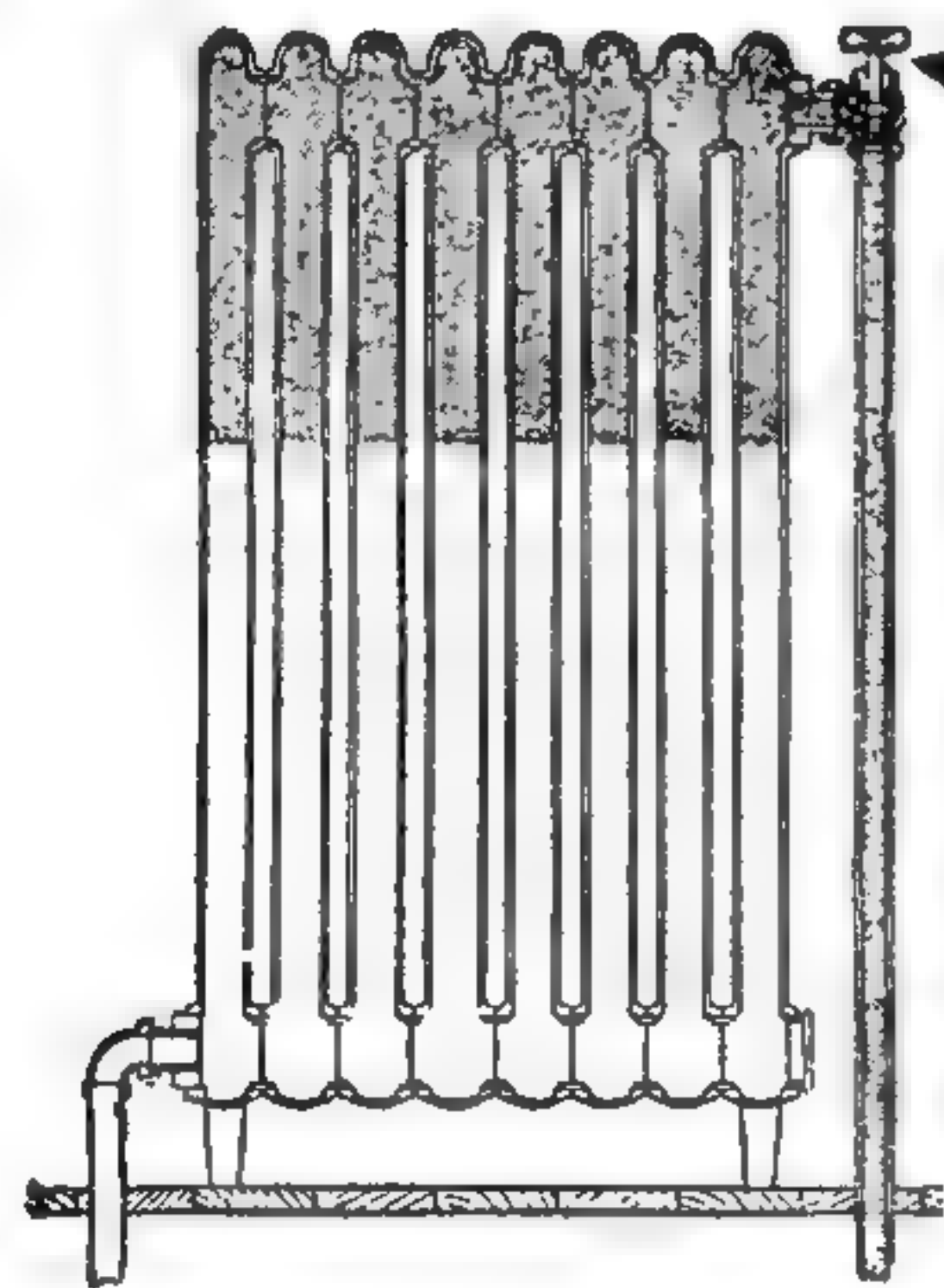
Commercial and  
Pictorial Signs

293-297 MARYLAND ST.

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20% to 35% Saved on Your Fuel Cost

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Heat  
only the  
part of  
radiator  
needed

YOU ARE SURELY INTERESTED  
AND THE QUESTION IS—

*How can it be done?*

THE ANSWER IS—

The atmospheric system of steam heating, which eliminates all waste and operates with a few ounces pressure instead of pounds.

You are welcome at Booth 12, Section F, where we will be pleased to make your acquaintance.

COME AND SEE US

**American District Steam Company**

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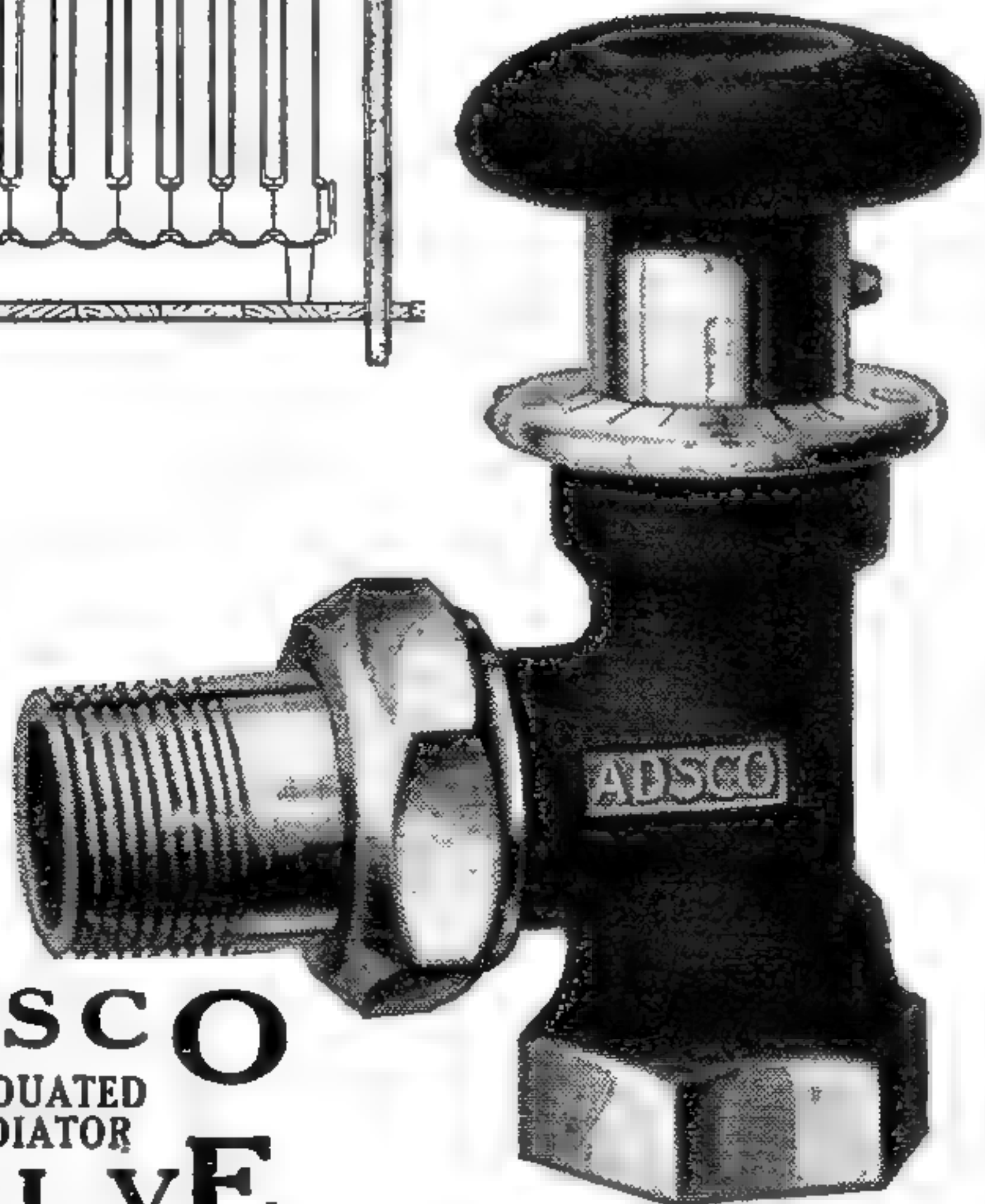
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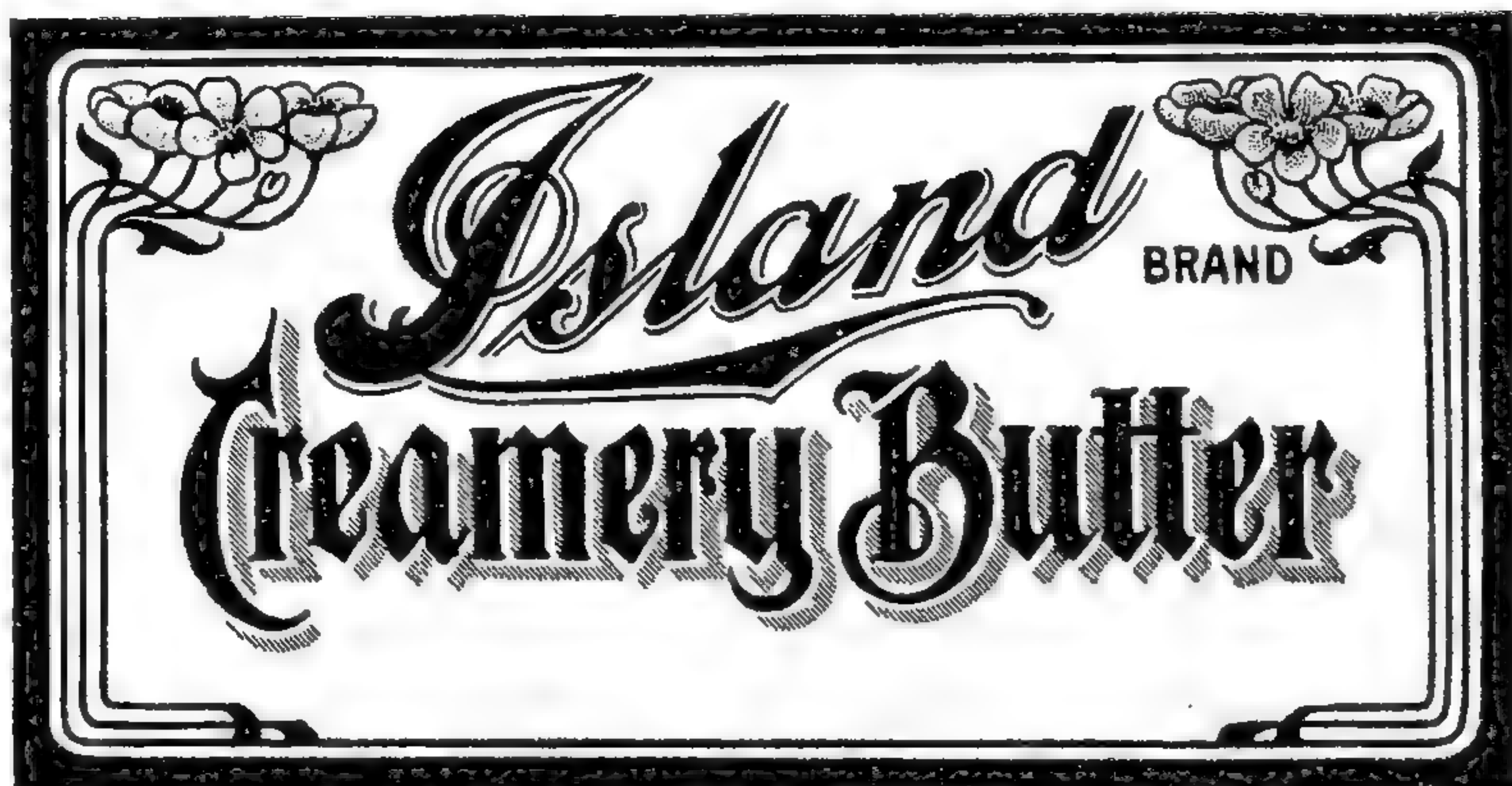
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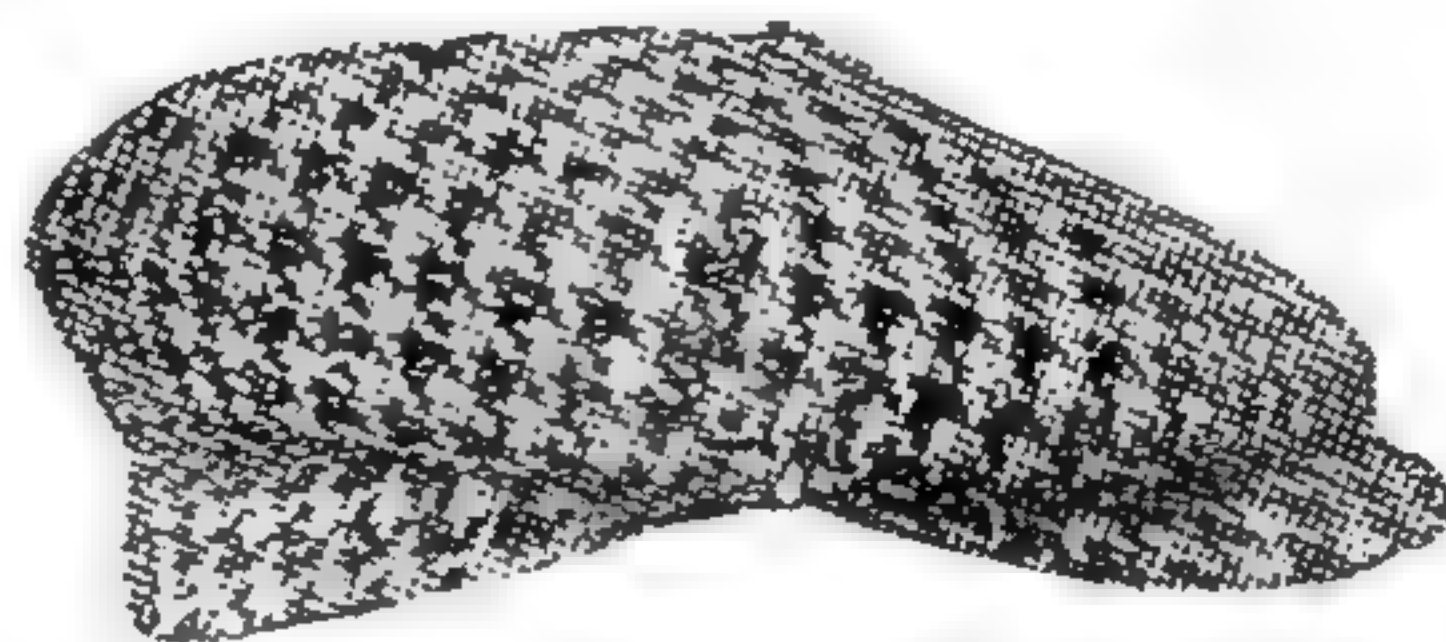
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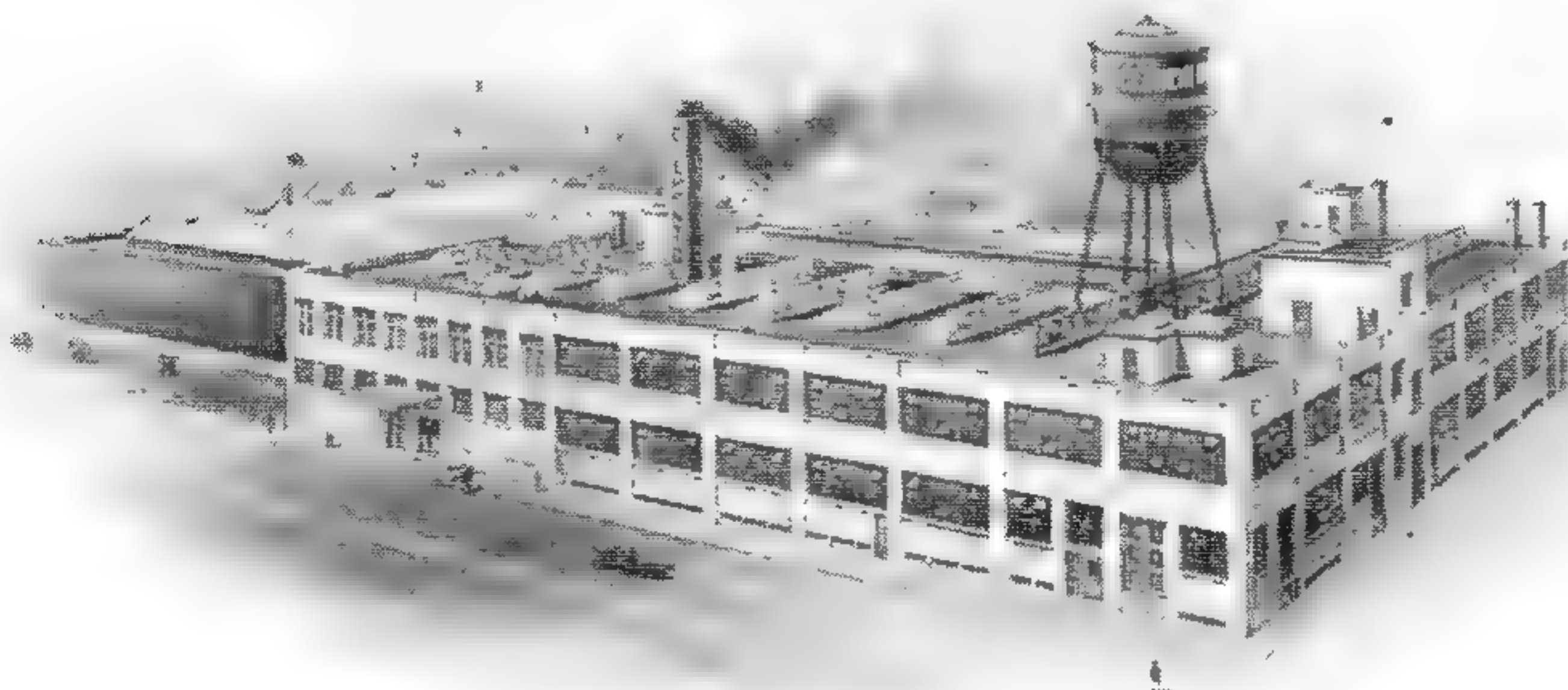
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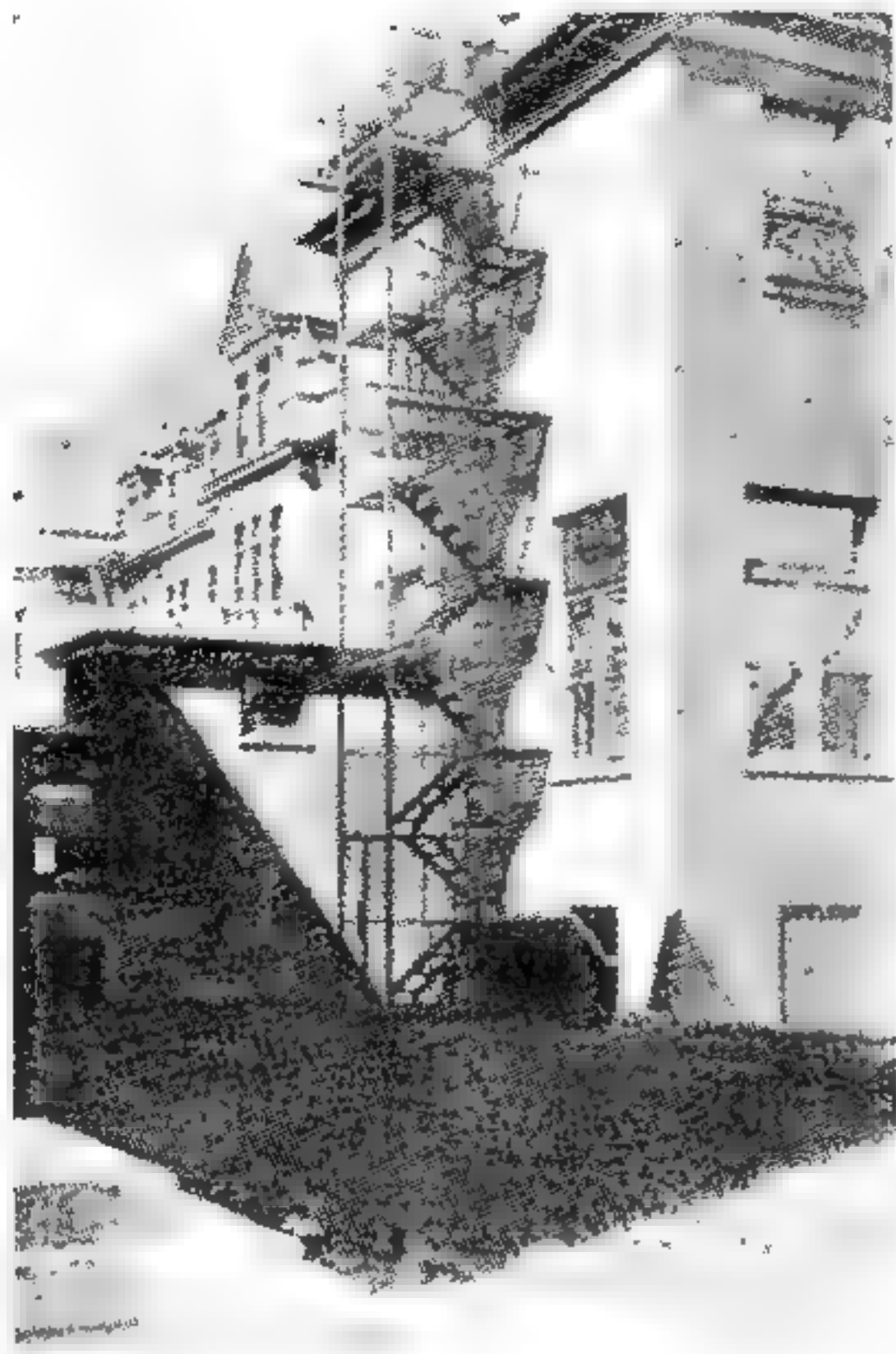
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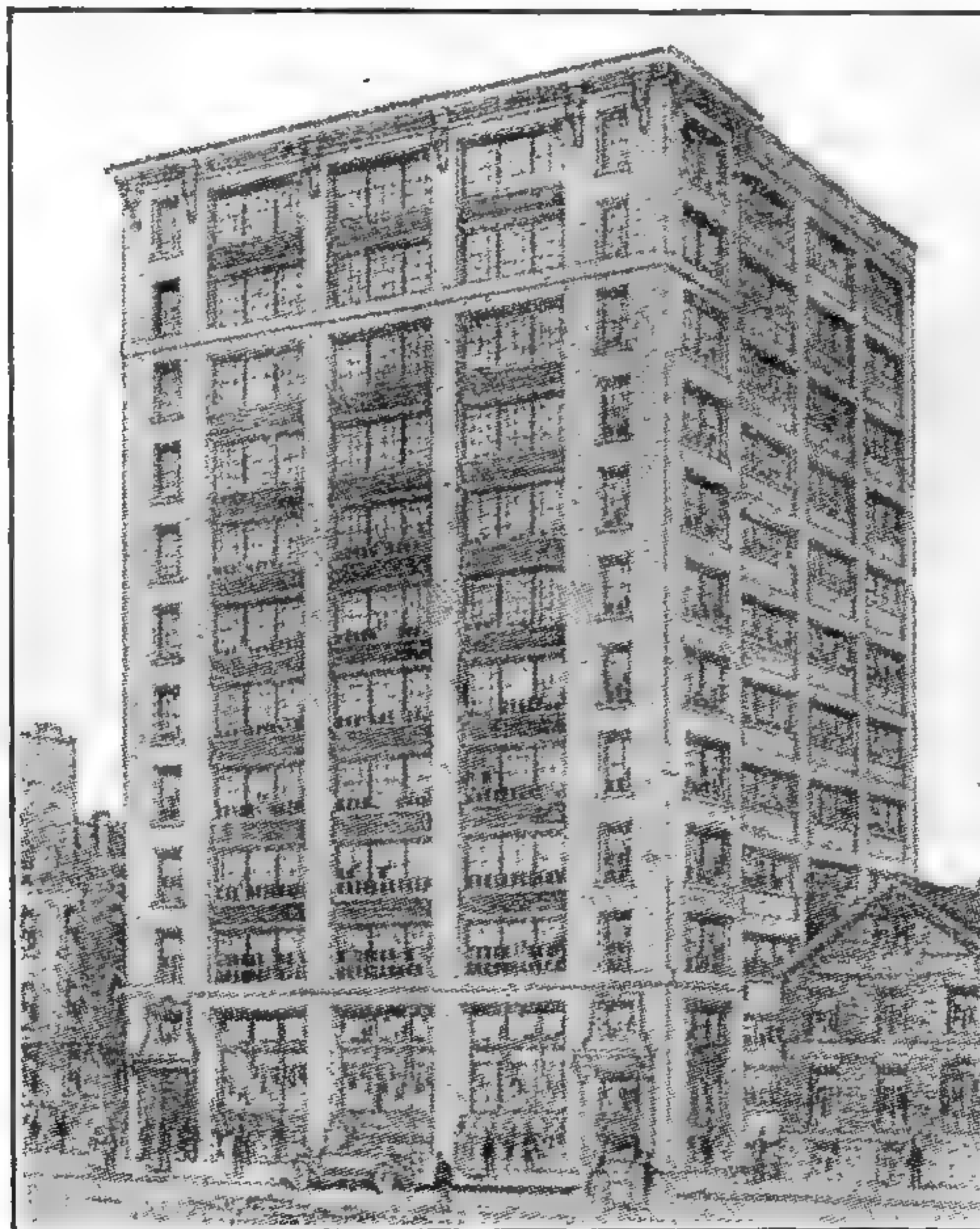
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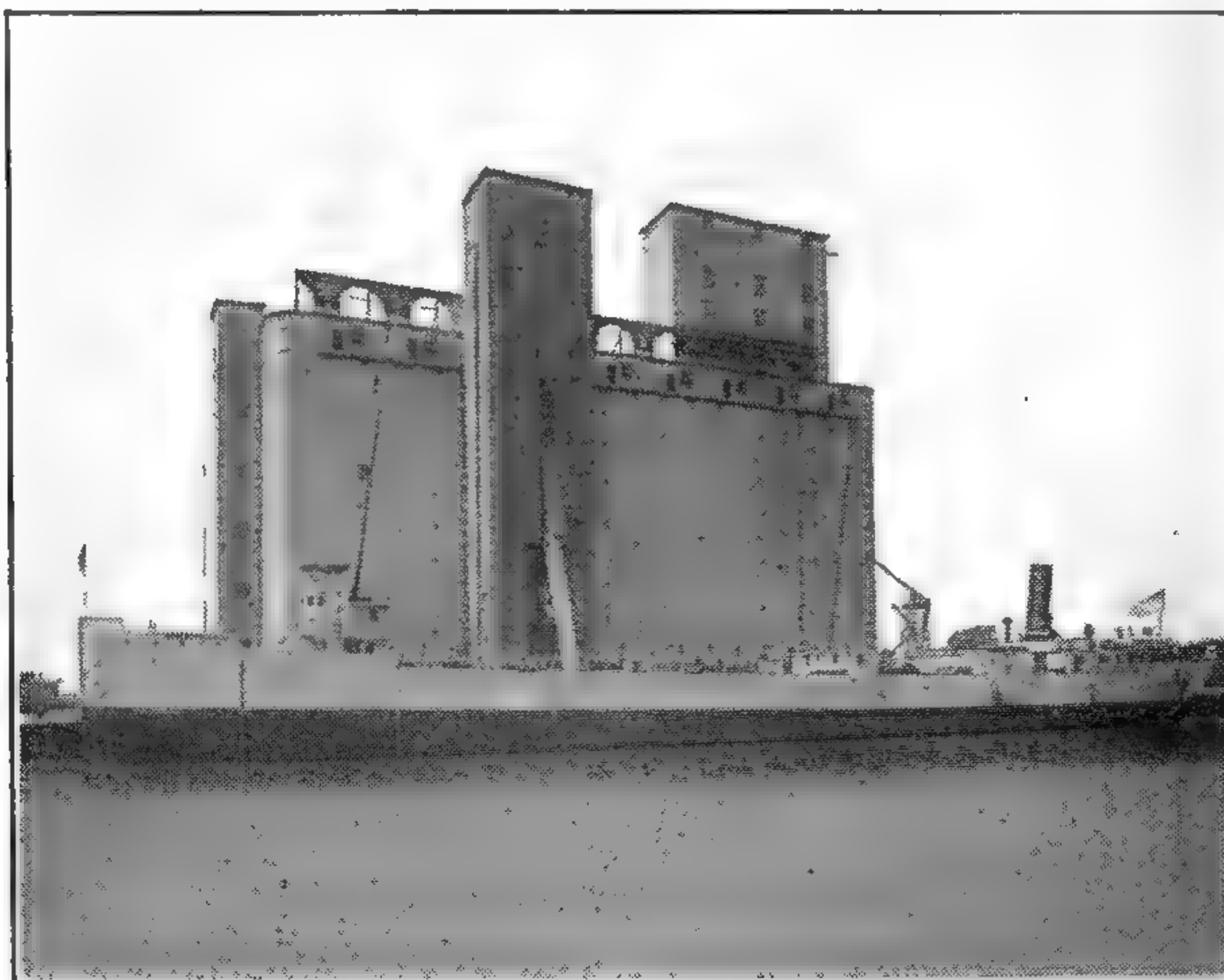
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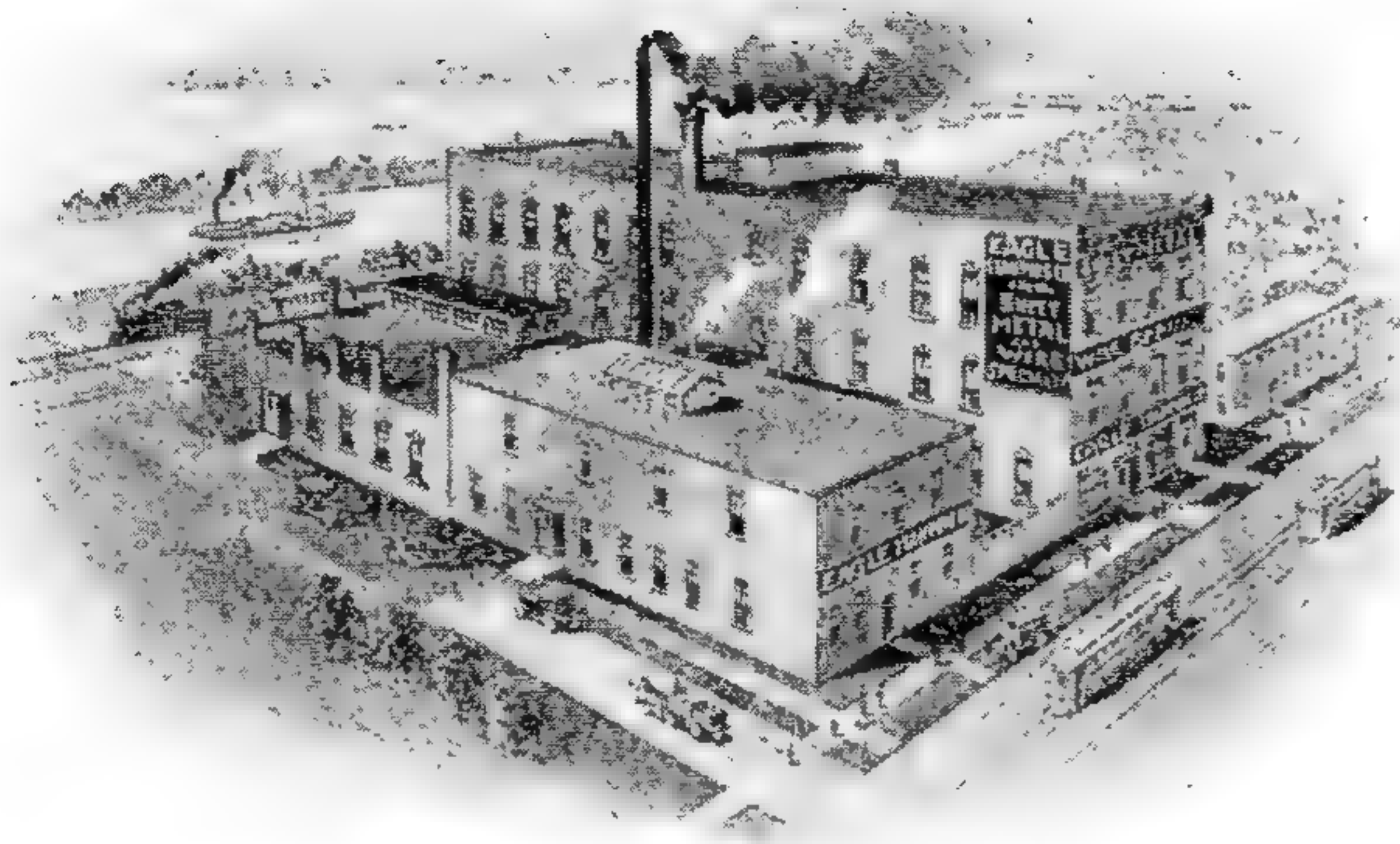
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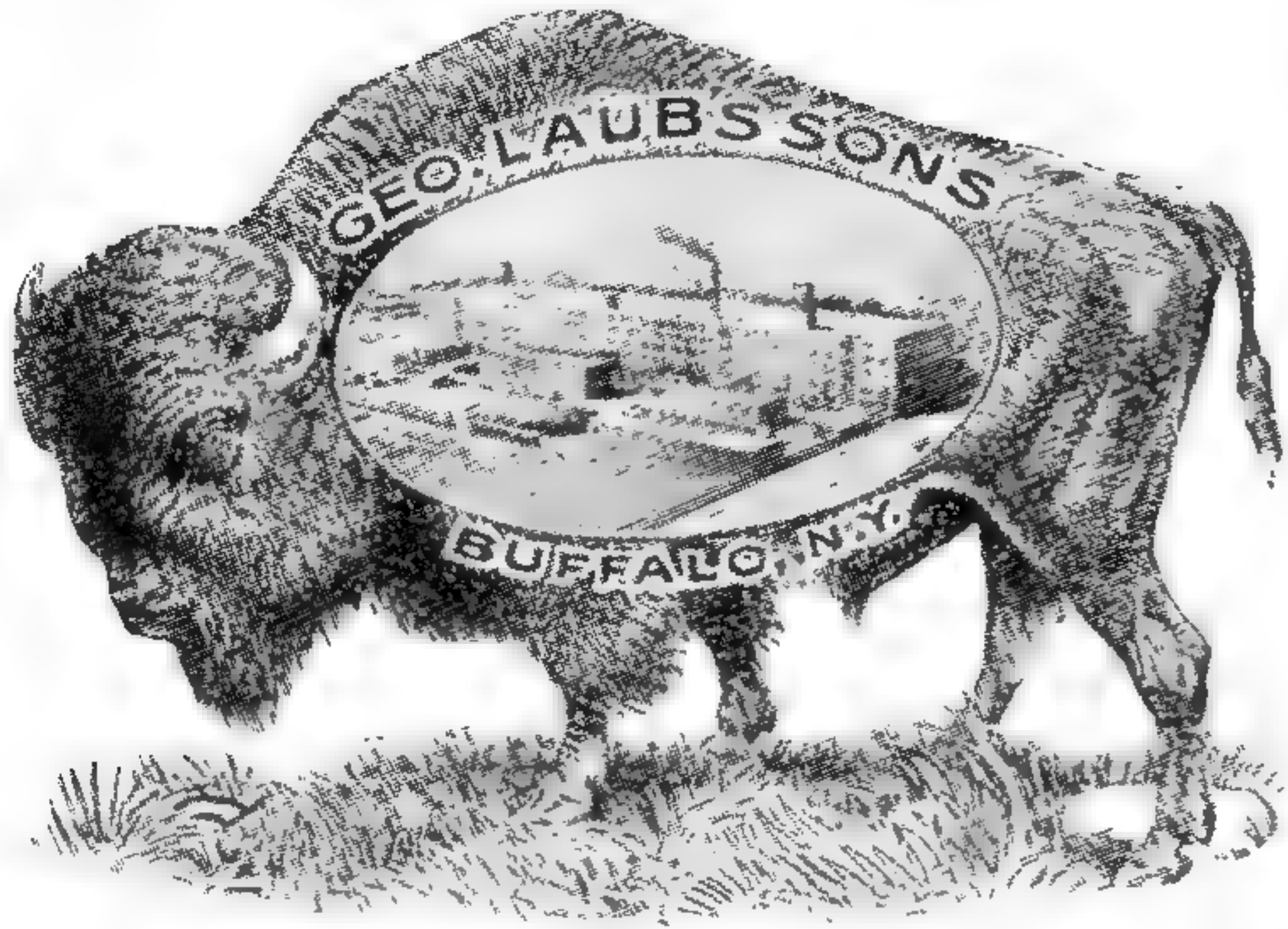
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